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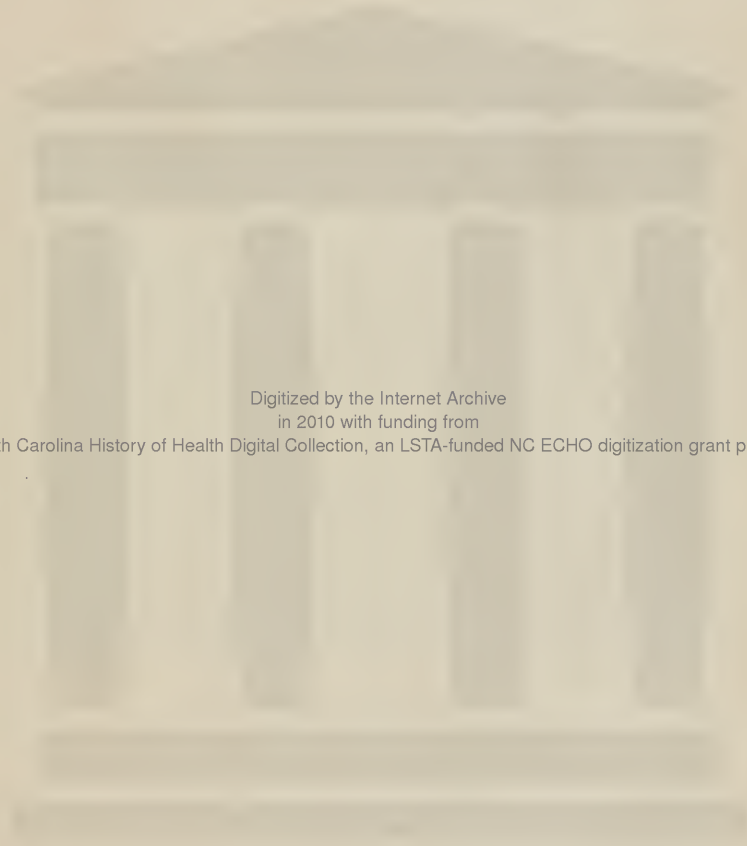


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VOL. XIII No. 1

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

SEPTEMBER, 1931



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing.

We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

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MONTGOMERY, ALABAMA
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In this Store
O. HENRY
(William Sydney Porter)
was employed
by his uncle as clerk
for five years.
Here he was loved
by
Old and Young
White and Black
Rich and Poor



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by
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ROBERT M. GREEN & SONS

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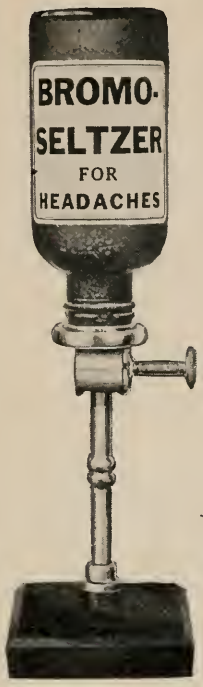
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Detroit, Michigan

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The Carolina Journal of Pharmacy

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NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
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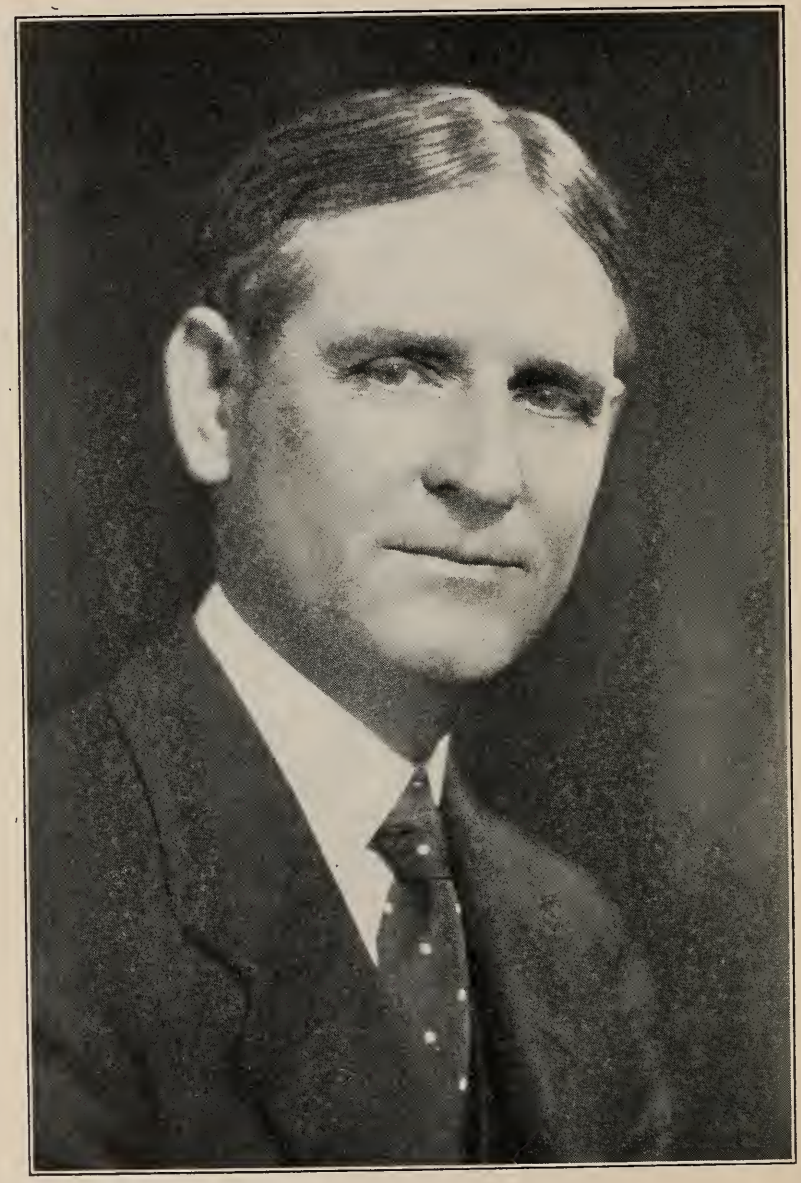
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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, the time to be announced later.

The fall examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, November 26.



THOMAS PAUL WEBB, SR., of Shelby
First Vice-President of the North Carolina Pharmaceutical Association

Thomas Paul Webb

The subject of this sketch, Thomas Paul Webb, was born in Shelby, N. C., on August 30, 1874, the son of David Christopher and Eliza Jane (Alexander) Webb. His early schooling was obtained in the Shelby High School and Bell's Military Academy of the same place.

In 1891 Mr. Webb entered the employ of the McBrayer and Wilson Drug Co. in Shelby where he remained as apprentice until 1897. In this latter year the School of Pharmacy at the University of North Carolina was established and Mr. Webb, having decided to make pharmacy his profession, enrolled as one of the first students to be taught by the late Dean Vernon Howell. In the summer of 1898 Mr. Webb secured his license and for the year following he served as prescriptionist for the McAden Drug Co., of Charlotte. In November 1899, he returned to his home in Shelby, re-entered the employ of McBrayer and Wilson, managed the prescription department until January 1902, and then bought the store, changed the firm name to Paul Webb's Pharmacy, and is to-day still engaged as managing owner of a business that has claimed his allegiance for forty years. In 1924 Mr. Webb's son, Paul, Jr., a graduate from the School of Pharmacy at Chapel Hill, was taken into the firm as a partner, and the store name was changed to Paul Webb and Son.

In June, 1901, Mr. Webb was married to Miss Alma Gray McBrayer, of Shelby, and one son—the partner above mentioned—has been born of this union. The family residence is at 111 North Lafayette Street.

Mr. Webb is a member of the Baptist Church. His political affiliation is with the Democratic party. In college he joined the Pi Kappa Alpha fraternity and later, in Shelby, he joined the Knights of Pythias Order.

As stated beneath his photograph on the opposite page, Mr. Webb is first vice-president of the North Carolina Pharmaceutical Association. He is a valued member of the organization and his presence at the annual meetings is a source of pleasure to his many friends in the organization.

The following tribute to Mr. Webb was written by Attorney Pat McBrayer, a former mayor of Shelby.

"The writer happened to hear that a few lines of comment were requested to go along with the publication of Paul Webb's picture, and realizing that Mr. Webb would not write such lines because of modesty, the writer is glad indeed to state briefly a few of the many high spots of his endeavors. Paul Webb, without doubt, is one of the most popular, patriotic and energetic citizens of Shelby and Cleveland County. He is active in civic undertakings, business and church work and is an ideal and outstanding citizen of whom any community would be proud. He was Mayor of Shelby during the years of 1918-19; has been for more than ten years a director of the First National Bank of Shelby, is a director in Eastside Mfg. Co., and is a stockholder in the Dover Mills, the Cleveland Cloth Mills, Ora Mills, Shelby Cotton Mills, and other enterprises of this city and county. Mr. Webb is now President of the local Kiwanis Club. As a druggist he is a decided success; his business acumen and popularity have been a double asset and could not prove to be other than bases of unusual success. With it all Mr. Webb is possessed of the happy faculty of searching out and making feel at home all strangers who remove to or visit Shelby. In fact the writer knows of no one better qualified for high typed citizenship and business success than Paul Webb, Sr., one of the state's first citizens."

THE A. PH. A. CONVENTION AT MIAMI

The 79th Annual Convention of the American Pharmaceutical Association was held at Miami from July twenty-seventh to August first. Meeting there also were the National Association of Boards of Pharmacy, the American Association of Colleges of Pharmacy, the Conference of Pharmaceutical Association Secretaries, the Conference of Law Enforcement Officials, as well as other groups concerned with research and with the revision of the Pharmaceutical Syllabus, etc.

Present for the meeting were the following North Carolinians: Dr. E. V. Zoeller, of Tarboro, and Professors Ira W. Rose, M. L. Jacobs, and J. G. Beard, of Chapel Hill. Dr. H. M. Burlage, who is now attached to the pharmacy teaching staff at the University was also present.

While the convention was in every way a success no single feature stood out as of commanding importance. Hundreds of papers were read that dealt with every phase of pharmacy, and in the various sections there was as usual a great deal of discussion. Notable speakers were present, the entertainment was varied and different from the usual sort, and Miami offered attractions that appealed to the free time of every delegate who attended. Practically every state in the Union had delegates present, and it was a broadening experience to mingle and talk with outstanding men representing every department of pharmacy.

After the Convention was over, a large party took a special cruise to Havana, some by boat and some by plane. There they were entertained by the Cuban Pharmaceutical Association.

One of the features of the Miami meeting was the election of Henry S. Wellcome to the Honorary Presidency, and the election of William Mair of Edinburgh, Scotland, J. J. Hofman of The Hague, Holland, and George Arnold Burbidge of Halifax, Nova Scotia, to Honorary Memberships in the Association.

Mr. Wellcome is the head of Burroughs-Wellcome Company of London, with branches in the United States, and he is also the founder of the Wellcome Medical Research Museum of London. Although educated as a pharmacist in America, he began the manufacture of pharmaceuticals in England, and developed a high type of drug manufacturing business on a basis of service to the medical profession. William Mair is one of the most widely traveled of British pharmacists, and is an authority on the sources of vegetable drugs. Dr. Hofman was one of the organizers, and is now the President, of the International Pharmaceutical Federation, and was for several years the General Secretary of the Federation. He conducts a pharmacy as well as a laboratory for chemical and microscopic analysis at The Hague. Dean George A. Burbidge, the third Honorary Member elected, is the head of the Maritime College of Pharmacy at Halifax, Nova Scotia.

For the ensuing year the American Pharmaceutical Association is headed by Walter D. Adams of Forney, Texas, with J. G. Beard, of Chapel Hill, as First Vice-President. Officers for next year were nominated at the convention, and will be balloted on by mail in the course of a month or two. They will take office at the next annual convention, which will be held jointly with the Canadian Pharmaceutical Association at Toronto, Canada. The nominees for the various offices are as follows:

For President—C. B. Jordan, Dean, College of Pharmacy, Purdue University, Lafayette, Indiana; Edward Kremers, Director, Course in Pharmacy, University of Wisconsin, Madison; W. Bruce Philip, Secretary, Alameda County Pharmaceutical Association, San Francisco, California;

For First Vice-President—Rowland Jones, Secretary, South Dakota Board of Pharmacy, Gettysburg; W. F. Rudd, Dean, Department of Pharmacy, Medical College of Virginia, Richmond; C. A. Dye, Dean, College of Pharmacy, Ohio State University, Columbus;

For Second Vice-President—G. H. Grommet, Secretary-Treasurer, Florida Pharmaceutical Association, Miami; C. E. Mollett, Dean, College of Pharmacy, University of Montana, Missoula; John Culley, San Francisco, California;

For Members of the Council—J. H. Beal, Camp Walton, Florida; C. H. LaWall, Philadelphia; C. A. Caspari, St. Louis; L. L. Walton, Williamsport, Pennsylvania; W. M. Hankins, Daytona Beach, Florida; J. W. Sturmer, Philadelphia; C. P. Wimmer, New York City; E. H. Kraus, Ann Arbor, Michigan.

The House of Delegates elected the following officers: Thomas Roach, Oklahoma City, Chairman; and J. W. Slocum, Indianola, Iowa, Vice-Chairman.

WINDOW DISPLAYS

By JOSEPH B. CLOWER, of Woodstock, Va.
(The complete address delivered by Mr. Clower at the June convention of the N. C. P. A.)

You are probably all familiar with the saying of an American philosopher that, if a man built a better mouse trap than those in use, though he lived in a forest there would be a beaten path to his door. While I am not vain enough to arrogate unto myself a superior knowledge of the art of window dressing, yet I am happy to say that because of the original method which I have adopted in my window displays, I have attracted the attention of the nation's druggists to a drug store in the heart of the famous Shenandoah Valley and to a historic town of less than two thousand souls.

It is a real pleasure to have the opportunity of meeting this splendid body of



druggists, and to my mind no other body of professional men and women are more benefited by constructive criticism and by a free exchange of ideas. I might add that in no other professional class will one find a like unselfish disposition to pass along those things which through experience and experiment we have found to obtain for the advancement of our calling.

But lets get back to window dressing. If there is anything in life that delights the heart of a man who has served in one vocation for a number of years, it is the opportunity of meeting earnest and intelligent men, and out of his own experience relating that which may be useful to them, and as my desire is that this shall be a practical occasion, I want to ask at the beginning, that if any part of my subject does not seem sufficiently clear I will be glad to answer any questions. Briefly, my success in winning prizes in a number of window contests has prompted the invitation to give you some of my observations in that department of retailing. I have won 37 out of 40 entries in national contests. Do not get the idea, as I talk, that I am egotistical for it is pretty hard to describe the procedure I have followed in the window displays of my origination and which have brought me such success in carrying off a large proportion of prizes that it would be impossible to tell you about these things from the personal standpoint without using the "I" and "my" frequently. I might truthfully say that dressing a window is an easy job as compared to the task of trying to prepare a talk on the subject. However, I feel in looking over this body of folks, that the sentiment toward the speaker is most kind, and I feel there exists in this association a spirit of mutual benefit. This is what helps the speaker. Experience alone is a good teacher, but a mighty slow and expensive one, and if one depends on his own experience, many times he has only failures from which to benefit.

As to the art involved in window dressing I know little but I do perhaps, possess a little mechanical ingenuity that has enabled me to arrange merchandise in a way that it arrests attention and creates a desire for purchase on the part of the public. I could best answer a request for a formula for dis-

play with a story of a certain prescription or recipe for sausage. A man from the East had eaten a celebrated brand of sausage made in the West, and was so pleased with its flavor that he endeavored to find out the trade secret of its composition. After repeated requests for the information the manufacturer finally said, "Its very simple, the chief ingredients are rabbit and horse." "Rabbit and horse"? asked the other in amazement. "You don't mean to tell me that you use horse flesh in the preparation of this sausage"? "Yes," replied the manufacturer, "but not exclusively, its fifty-fifty —one horse and one rabbit." And so it is in window displays for drug stores, fifty-fifty, some color in harmony and some central commodity in a nice package to deal with.

Out of an experience of 30 years I candidly believe that there is no form of advertising equal in value to that of an attractive and well dressed window. It is the medium where folks see each day the merchandise they buy. Seventy-five per cent more people get the message and likewise the desire to purchase from an attractive window than from any other advertising scheme. To my mind the value of window advertising is due to the fact that you have the article present simultaneously when the desire to purchase is created. I believe the power of window display has lured more people into my store than any other form of advertising. I do not believe in haphazard, thrown together windows, the display should be carefully thought out and planned so that it brings the desire of possession a little nearer the actual sale. It may be said that the window is the outward appearance that any business presents to the world.

Now while it may not always be the case, generally speaking it is true, that with a proper location, the store which seeks to convey some idea of its enterprise through its windows will achieve a larger measure of success than a store that is careless about such matters. Personally, I feel that the advantage of bringing before the public the finer qualities of the article to be sold is so great, that its value cannot be estimated. Let me relate a little incident. An artist painted a picture and chose for his subject "The Last Supper." He painted a picture of Christ with a beautiful cup before him. One of his friends seeing the picture when finished, immediately said, "What a beautiful cup." The artist took his brush and blotted out the cup, and then painted everything else out of the picture except the face itself. The result was that the idea he was trying to put over was not nullified by the attraction of secondary objects.

The first thing about window dressing is to have a definite purpose or plan before you. I heard a little story that illustrates this idea. A merchant wanted an office boy and told the boys to appear at a certain hour. When the time arrived six boys were present. He said, boys I am going to tell you a story, and the one who asks me the best question when I am through will get the job. He began his story thus, "A man saw a rat in his barn one day, he went in the house, got his gun, and went out to the barn and sat down and waited for the rat to come out. While waiting for the rat to appear, he decided to take a smoke. He started to light his pipe, and as he struck the match, the rat came out. In his excitement he dropped the match, raised his gun and fired, but the match had set the barn on fire and it rapidly spread and much damage was done." Now boys, said the merchant, I am ready for your question. The first lad asked, "Was anyone hurt." That, said the business man, is a good question and shows that you have a good heart. He turned to the next boy who asked, "Was the loss covered by insurance." The man replied, "You have asked a good question and shows indications of your becoming a good business man." And so the man went on down the line until he came to the last boy, a red headed scamp. The man said, "Are you ready with a question." "Yes," said the boy, "DID HE GET THE RAT?" That boy got the job. And so it is when you dress your window, you must have the one definite purpose in mind—to get the rat, in other words to sell the goods.

The secret of successful window dressing is simplicity. The story must register at a glance, not after careful study. I saw in a jewelers window once, nothing but black, and I wondered what was the matter. On

closer investigation I saw a single diamond there in the center of that black setting. A light from some hidden source streamed upon it, and the glitter and brilliancy of that stone certainly impressed me, and exemplified the pulling power of simplicity in window display.

I recall a display that was seeking to sell a new perfume. In the window was a bunch of fragrant lilies of the valley. As the background was black, the setting emphasized the flowers and a single bottle of perfume stood just beneath it, while in elegant lettering was a sign "Come in and see if you can tell the difference." Inside the store opportunity was given for the little experiment.

There is one thing in my judgment, that I can hardly stress with enough emphasis, and that is the vital importance of price tickets to a successful window—plenty of them, they cost little; they mean much. Why spend time and thought in placing your goods before the public trying to create a desire for the article and then not complete your story? If you have not told them the price you have allowed them to walk away without your getting in the last word, and without clinching the argument you have just made when you showed your goods attractively displayed, with perhaps, neat signs telling of the merit of the goods, and although you have gotten him to the point of purchase and have created a desire in his mind, you have failed to tell him the one thing that would make him a buyer—the price.

Strolling down a street one day I stopped in front of a window displaying a new kind of floor mop. I was attracted by the unique display, and while looking at it decided in my own mind that I believed my wife would like to have one of these. While I was looking, a gentleman and lady came up and examined the window for a while. I overheard the lady say, "My, they are dandy floor mops, I wonder what they sell for." Both of us passed on. Here were two prospects right at the point of purchase, but neither were willing to go inside simply to ask the price, and there doubtless would have been two sales made. How many similar prospects looked in that window each day and passed on without buying?

That same day I stood in front of a drug store window displaying a variety of novelties and souvenirs. There were at least a half dozen people gazing in the window at the same time. The comments in that company of prospects were interesting to me. One said, "Isn't that cute." Another said, "Wouldn't that be nice to take home to Bobby," etc., etc. There was not a single price ticket in the widow, and not a single person in that company went in to inquire. In my judgment that store lost a host of sales because of the lack of price cards.

Let me suggest one more thought. It may be that you are not gifted in the line of window dressing, but you have in your employ a number of assistants. Have you ever given them an opportunity to see what they could do with the window? Try this: select four staples, or more if you have more assistants, and put on a window display contest in your own store. Offer a prize for the one whose window results in the most sales of the article advertised in the month, as the selling end of the window may not be forthcoming just during the time that they were on display. Sometimes there is an aftermath. Then you will also know to whom to look for ideas in getting out displays, and you may find talent that you had not imagined to be around.

Let me offer a word of caution. While extraordinary objects may be of interest to the community, unless that has value in directing the attention of the public to something they need, they had better be sparingly used. No matter how big the egg is, or how grotesque be the potato or how twisted the ear of corn, unless they can be used to sell merchandise they do not do much good in your window, unless they can be used as a medium to draw attention to some other matter, important to the business of the store. Keep your hands off such secondary matters, for after all, the business of the drug store is to "GET THE RAT."

Getting attention in itself is always an easy matter. All one needs to do along that line is to start changing an automobile tire, stop and look up in the air, stroll down the street with a bit of shirt tail exposed, or do

any of a thousand things and you will get attention, but what of it? If attention does not at once and as a matter of course, lead into an interest in your product and a desire to acquire it—ones cleverness might just as well have "Blushed unseen on the desert air."

A slogan gets attention and can be valuable as a sales getter but it must carry with it a sales appeal. For instance, the "Cigar with the long ash" might appeal to the ash man or to someone with an academic interest in ashes but it would scarcely create a run on that particular brand of cigars. "A skin you love to touch" sounds alluring, but try pawing around the girl friend just after she has had her make up carefully spread on and watch her smack you down. Both are attention getting slogans but it is a question whether they are sales producers.

Be sure that once attention has been gained it ties up with the product advertised, and that the reading of your signs lead naturally into the object of your message. Attention will delay the roving of the eye, but unless interest in your product promptly follows—your sales opportunity is lost.

I have tried to give you some of my conclusions as to the value of that great and important factor of your store "The Window" and right here let me illustrate my several points. A farmer said to a friend, "I have a cow down on my farm, she is high bred, she has a pedigree 4 feet long, she cost a lot of money and is very valuable, but she is a most peculiar cow." The friend asked, "In what way is she so peculiar"? "Well," said the farmer, "The durn cow doesn't *give* any milk, not a drop. If you want any milk, you've got to milk her." And so it is with your windows, you've got to dress them with some thought and you will surely get results.

Now then, as to how I plan my windows. The windows of my origination are a radical departure from the commonly used displays of crepe paper backgrounds which originated in the days of the crinoline. To get away from the sameness of such displays I have worked out a dressing scheme which centers the eyes of the public on the goods advertised, instead of confusing them with a color scheme of gaudy streamers, fancy rosettes and impossible sunbursts. I use a flat ground for all of my displays, with original shapes and usually in black and white, except for the colors of the goods exhibited, or those in magazine pages or cut-outs sent me by the manufacturers. The window scheme is worked out to a scale and each detail is studied for best effect. There is no haphazard effort to fill the window with jumbled up goods, for it is my experience that the result of such efforts will jumble the ideas of the public as to what the window is featuring. The entire display is always centered on one thought and is intended to focus attention on such merchandise as is sought to be featured, frequently but one article is the pivot of publicity aimed at. It is probably a rare case when a man starts out without any of the technical knowledge of the rudiments of art and evolves a style that attracts as much attention as mine seems to have done. My mode of decoration closely approaches the essentials of modernism. I would rather be a modernist than a fundamentalist in window dressing. I have never had a minute's instruction in the art of window display, but I have been reasonably successful in arranging windows that have made impressions and developed sales by utilizing the manufacturers display material and combining it with a decoration that is based upon the proper use of symmetry and color.

I guide myself in all my trims along certain definite principles. I make it a rule to tell the story simply and yet put it in such a way that it will attract attention, which it must do if it is to have satisfactory sales results. I do not go in for intricate designs, or for stuffing the windows. I feel that too intricate displays—too elaborate backgrounds tend to detract from the window rather than make it better. I think that too intricate designs take the eye off the real issue and so make the displays lose their sales punch. I use peculiar shapes, as you will note from these photographs I am showing, usually geometrical such as circles, triangles, arrows and blocks of odd shapes which is done to emphasize something I want

to bring out. Sometimes a single peculiar shape in the window will be sufficient to put over a point that might otherwise be lost. I use strong, simple colors, I find that mild colors may not have the punch and too many colors may make the window confusing. For instance, in my prize winning Castor Oil window I used only black and white and it not only brought me first prize but it sold a world of Castor Oil. It was amazing to me to find that so common a commodity as Castor Oil could have its sales boosted by so simple a thing as a window display. After all, the way in which a window boosts sales is the only way to judge its effectiveness. I find that a little motion now and then—some sort of action—in a window gets more than the usual amount of attention from the passer-by. I am convinced that people like activity in a window and they also like displays that tell a story rather than displays that show a lot of packages or bottles or a conglomeration of goods. The public always likes stories whether they get them at the movies or through magazines or in window displays. That is a very important point to remember when framing window displays for the drug store. Tell a story, tell it simply, and always concentrate on the thought of making it sell more goods.

Let me add again that I never use festooning or draperies. To my mind these are only hang overs from the days of King Charles the 2nd. and Queen Ann, and are as hopelessly out of touch with the life of the present as the lace collars and cuffs that the gentlemen wore in that time would be for business wear to-day. This accounts for the simplicity which is termed modernism.

In preparing my windows I first make a sketch which I call my blue print, this is made to a scale, I know the size of my window and, having the sketch to go by, there is never any question as to whether it will fit. I work them on the counter in my back room, working on them at odd times when I am not busy with other store matters. Frequently I show my sketch to friends that might drop in and sometimes I get valuable suggestions from them, although they may not know a thing about merchandising.

The lettering of the signs in your window must receive more than ordinary attention, I am sure it is the case with many of you, as it is with me, that you are unable to print show cards or signs. This is really a work that calls for an artist's hand, and in the vast army of druggists there does not exist so many that can letter a sign from free hand. To overcome this handicap which confronted me I invested in a showcarder outfit made by the Showcarder Inc. Co. of St. Paul, Minn. This lettering outfit is simplicity itself, and anyone can make the most attractive signs. No experience is necessary, follow their simple instructions which come with the set, and you will be able to make signs that are equal to any made by a regular sign painter.

I use the same cardboard or beaverboard over and over again. Did you know you could paint a piece of cardboard or even paper a solid color with oil paint and it will remain perfectly flat, it does not curl or buckle. Don't use water colors. For cutting out various shapes I use old razor blades, I have never found anything better. The cost of material for my style windows is very low and they are adaptable to any size windows. Remember in arranging an effective window you must look after the details. This is very important.

If I am expecting to photograph my window I always arrange with the photographer to take it the first night so that it will look its best, and, by-the-way, night time is the only time to get a good photograph of your window. Have your lights equipped with the light globes the electricians call "day light bulbs." They are made of pale blue glass. I usually give the negative about a ten minute exposure.

Now in trimming your window remember that the first and main objective is to create a desire for merchandise, "Will it sell goods"? Finally, let me use the words of Michael O'Halloran in Gene Stratton Porter's book "If you've got a grouch, don't put it in your show window." In planning your windows you may get discouraged and want to throw up the whole matter and say you can't do it, but do not get discouraged.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T. M. A.—

In looking over the list of members of the T.M.A., I find the names of several members who have not paid their dues. As you have been advised before, the names of all members who have paid their dues will be published in the next issue of the JOURNAL. Now you fellows who have not paid certainly want your names on the list, so mail me your check for your dues and mail it now before it is too late!

—T. M. A.—

Has anyone seen **R. H. Alexander,** who sells Russell McPhail's candy? We are a little uneasy about him. The last heard of him he was trying to locate a shirt that he lost at the Convention. Any news of his whereabouts will be appreciated.

—T. M. A.—

Mr. McElveen, of "The Nyal" and Mrs. McElveen spent their vacation in Oklahoma this year. They made the trip by motor and report a wonderful trip and had good roads with the exception of one little detour around a town in Arkansas called "Quacklebaum." We are glad to have Mack and Jeanette back with us.

—T. M. A.—

The many friends of **Foster L. Bundy,** of Norwich fame, have been wondering why he has been all smiles lately. The reason is this: Patricia Lou Bundy was born Tuesday, August 11th, about 9 a.m. The writer happened to be in Raleigh on this date and saw Bundy, who was happy as a mocking bird in early spring. Congratulations to Mr. and Mrs. Bundy from the T.M.A. members.

—T. M. A.—

The writer had the pleasure of seeing **Col. Billie Brame and Jim Bowers** in Rocky Mount last week. Both were looking well and reported business as being good with them.

We missed Allan Cross, who represents The Penslar Company, at the Convention this year. Allan was President of the Virginia T.M.A. this year and as the Conventions were held at the same time, it was impossible for him to be with us. We missed you Allan, but we are expecting you to be with us next year in High Point.

—T. M. A.—

You fellows who are worried over business conditions and who have not paid your dues, read the following poem and then mail me your check for $10.00:

THE WORRIER

Take yesterday's worries and sort them all out
And you'll wonder whatever you worried about,
Look back at the cares which once furrowed your brow,
I fancy you'll smile at the most of them now,
They seemed terrible then, but they really were not,
For once out of the woods all the fears are forgot.

Look over the list of the blunders you've made,
The debts you've accrued and eventually paid,
They frightened you once, and you thought at the time
That out of the valley you never would climb,
But you did and you're living and still going strong
In spite of the troubles which happened along.

You can laugh at the journey when you have arrived,
You can smile at the dangers which you have survived,
What matter the doubts which have fretted your soul,
Or the distance you've traveled, once you're at your goal?
So just keep on going, through thick and through thin,
Once you're out of the woods you will look back and grin.

TO THE DRUGGISTS OF NORTH CAROLINA

It will soon be time to think about Christmas and Holiday goods.

Our show room is ready for your inspection.

We invite you to see our line before placing your order for Holiday goods.

Special dating on Christmas goods.

Justice Drug Company

N. C. Service Wholesalers
Greensboro, N. C.



Goodrich *Bathing Wear* GOES MODERN

Irene Ahlberg, Earl Carroll beauty wearing the Goodrich No. 520 Normandy bathing cap.



Jeanne Murray, beauty in Earl Carroll's productions wearing the striking new Goodrich Bandana bathing cap.

Stylists who created the 1931 line of Goodrich Bathingry have caught the trend of fashion and beauty in modern millinery, and have reflected it in outstanding Goodrich creations.

Smart women who want the utmost in bathing wear will demand . . . GOODRICH. Alert druggists will make preparations to meet this demand.

Goodrich offers a complete line of bathing caps in striking designs and ravishing colors, priced to meet the stiffest of competition.

Plain molded divers and aviator styles, half and full head-shaped molded caps, pure and translucent gum, and new style caps with fancy trims offer a wide range from which the most exacting customer can make a pleasing choice.

Our Salesmen Are Now Calling On The Trade

THE BODEKER DRUG COMPANY
WHOLESALE DRUGGISTS
1414-1420 E. Main St. Richmond, Virginia

The Kodak Line Brings *Permanently Increased Profits*

The Kodak Film Merchandiser is FREE, made of sheet steel, and takes only 6 x 10 inches on the counter.

Ask our Salesman or Write Us Today about This Kodak Deal.

Liberal Discount.



No. 400 Kodak Assortment is a proved profit maker. Tried at thousands of drug counters, the No. 400 Kodak Assortment has built business and proved its worth with sales.

No. 400 KODAK ASSORTMENT

THERE's real money in the Kodak line; year in, year out profits that mount with the rapid strides of interest in snapshots.

Kodaks and Brownies and Kodak Film! These are the sales-making trio that earn repeat profits for druggists. Repeat profits—because a purchase of Kodak Film brings a customer to your store for a total of 3 calls. (1) to purchase Kodak Film; (2) to leave exposed rolls for finishing; (3) to call for the finished snapshots. It's a plain merchandising fact. The Kodak line pulls 3 calls. . . and each one an *extra-sales opportunity*. Get this Kodak Deal, and permanently increase profits.

No. 400 KODAK ASSORTMENT

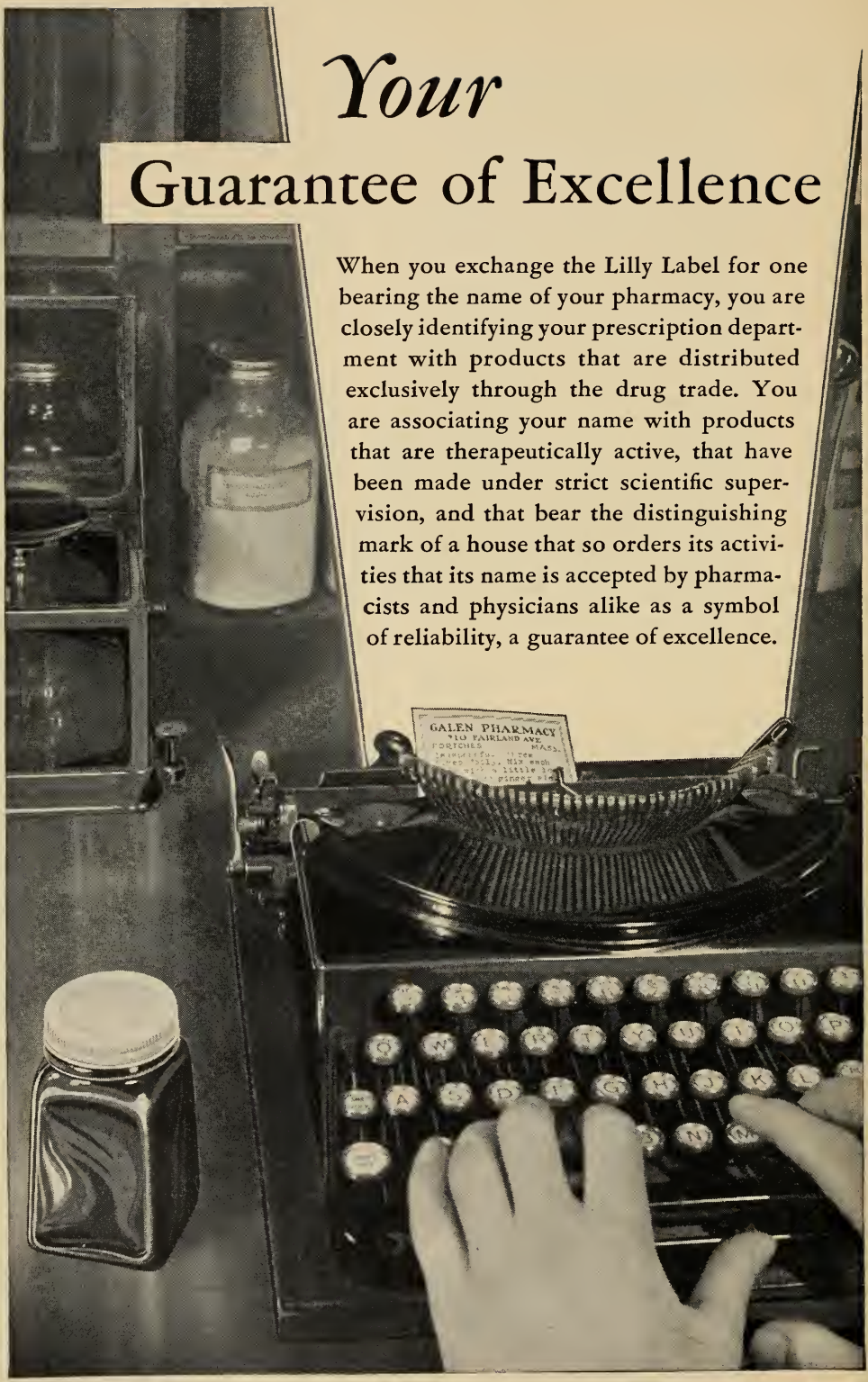
Two Kodaks, two Brownies, a sheet metal Film Merchandiser free, and a stock of Kodak Film balanced for quick turnover

1 No. 2 Brownie in color	$ 2.50
1 No. 2A Brownie in color	3.50
1 No. 1 Pocket Kodak Junior in color	9.00
1 No. 1A Pocket Kodak Junior in color	10.00
36 rolls 120 Kodak Film	9.00
36 rolls 116 Kodak Film	10.80
6 rolls 127 Kodak Film	1.50
6 rolls 122 Kodak Film	3.30
Total Retail Value	$49.60

Also 2 Kodak Film Window Streamers and 1 Kodak Film Schedule

THE BODEKER DRUG COMPANY

RICHMOND, VIRGINIA



Your
Guarantee of Excellence

When you exchange the Lilly Label for one bearing the name of your pharmacy, you are closely identifying your prescription department with products that are distributed exclusively through the drug trade. You are associating your name with products that are therapeutically active, that have been made under strict scientific supervision, and that bear the distinguishing mark of a house that so orders its activities that its name is accepted by pharmacists and physicians alike as a symbol of reliability, a guarantee of excellence.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Fifteen Thousand Dollars Saved Annually for Retail Druggists of State

By Exemption From License Tax on Retail Merchants of All Fountain Drinks, Manufactured, Mixed, or Blended at Soda Fountain, Together With Prescriptions, Cafe Service, and Drug Store Made Sandwiches—Commissioner of Revenue, Hon. A. J. Maxwell, Upholds Interpretation Placed by Attorney Bowman Upon Provision of Revenue Act Imposing Merchants' License Tax

A good "break" has come at last to the retail druggists of the State. After making a careful study of the provisions of Section 164 of the Revenue Act of 1931, which imposes for the first time a License Tax on both wholesale and retail merchants, based upon gross sales, this office took the position that sales of all fountain drinks, manufactured, mixed, or blended at the soda fountain, together with sales of prescriptions, cafe service, and drug-store-made sandwiches, could be deducted from the gross sales of the business before computing the amount of tax to be paid. This interpretation has been conformed by Hon. A. J. Maxwell, Commissioner of Revenue. Therefore, by taking advantage of these exemptions, estimated to approximate 50 per cent of the gross business done by retail drug stores, a saving of from twelve to fifteen thousand dollars may be effectuated annually by the drug store owners of the State, placing the total gross retail drug business at thirty million dollars.

It is true that many retail druggists will be required to keep more detailed records of business transactions in order to take the exemption allowed. This, of course, will entail additional work, but it is felt that the saving effected, together with the value that will surely come to drug store owners from departmentising their business, will pay handsomely for the time and effort expended.

The new Merchants' License Tax law was published in full in the July issue of the JOURNAL. For the further information of our readers, we are publishing below a release on this section from the State Department of Revenue. The exemptions, referred to above, are provided by paragraph four, which is based upon Sub-section 4(b) of Section 164. The release follows:

LICENSE TAX ON MERCHANTS WHOLESALE AND RETAIL

Based on Sales Beginning June 1, 1931

Section 164 of the Revenue Act imposes a tax in addition to any other tax imposed in said Act, upon wholesale and retail merchants for the privilege of opening, establishing, operating and/or maintaining any store, merchantile establishment, or place of business for the purpose of selling goods, wares or merchandise at wholesale or retail.

The law requires that every merchant shall keep an accurate record of sales beginning June 1st, including both cash and time sales. If business is part wholesale and part retail, separate record of wholesale and retail sales should be made.

The word merchant is defined as any individual, firm or corporation, domestic or foreign, selling goods, wares or merchandise at wholesale or retail, except those actually engaged in gardening and farming and selling garden and farm produce, raised by them in this State; nor sales of fertilizer.

It is the purpose of the section to impose a tax upon the sales of articles that are bought and sold, and does not apply to the producing, manufacturing, mixing, blending or processing articles of commerce, or to the sale of such articles by the producer, manufacturer, mixer, blender or processor.

Gross sales shall be recorded at the price at which such sales were made, whether for cash or on time, and if on time, the price charged on the books for such sale without any allowance for cash discounts and shall be reported as sales with reference to the time of delivery to the purchaser. Accounts found to be worthless and actually charged off for income tax purposes may at corresponding periods be deducted from gross sales, in so far as they represent sales made after June 1st, 1931, and to be added to gross sales if afterwards collected.

Wholesale Merchants: The tax imposed by this section shall be at the following rates for each six months; when the total gross wholesale sales of such merchant for the preceding six months at each place where such business has been carried on, has been:

Not more than $50,000	$ 12.50
More than $50,000 and not more than $125,000	25.00
More than $125,000 and not more than $250,000	50.00
More than $250,000 and not more than $375,000	100.00
More than $375,000 and not more than $500,000	200.00
More than $500,000 and not more than $625,000	250.00
More than $625,000 and not more than $750,000	300.00
More than $750,000 and not more than $875,000	350.00
More than $875,000	

Retail Merchants: When the total gross retail sales of such merchant for the preceding six-months or half yearly period at each place where such business has been carried on, has been:

Not more than $5,000	$ 5.00
More than $5,000 and not more than $12,500	12.50
More than $12,000 and not more than $25,000	25.00
More than $25,000 and not more than $50,000	50.00
More than $50,000 and not more than $125,000	125.00
More than $125,000 and not more than $250,000	250.00
More than $250,000 and not more than $375,000	375.00
More than $375,000 and not more than $500,000	500.00
More than $500,000 an additional tax of $250.00 for each $250,000 or major fraction thereof, of such gross retail sales.	

Every merchant shall, within the first ten days of the month of December, 1931, and within the first ten days of the months of June and December thereafter, make report to the Commissioner of Revenue of such merchant's gross sales for the preceding calendar months. Forms will be forwarded prior to December 1st, but failure to receive blanks for such report does not relieve the tax-payer from liability for making said report.

The taxes imposed by this section shall be first payable on or before December 10th, 1931, and on or before the 10th day of June and December of each year thereafter. Every merchant who fails to make report required within the time specified or fails to make remittance of the tax due, or who shall make a false report, shall be liable for a penalty equal to the necessary expenses of travel and per diem of a representative of the Department, who shall be assigned to investigate such violations, and in addition shall be guilty of a misdemeanor and upon conviction shall be fined and imprisoned in the discretion of the Court.

The Commissioner of Revenue is charged with the duty of administering this section and may have made a check of the books and records of every tax-payer at such period as in his judgment may be necessary. Any representative of the Commissioner of Revenue shall have the right to examine any of the books and records of every tax-payer. Invoices are required to be kept until examined and checked.

The above are the principal provisions of this section. If there is any doubt in the mind of any tax-payer as to the provisions of the section, more complete information will be given on request.

(Continued on Page 20)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Let's Make Thirteen a Lucky Number

With this issue we begin Volume XIII of the JOURNAL, and we are starting the new volume with the firm resolve to make the CAROLINA JOURNAL OF PHARMACY a better publication than ever before during the next twelve months. We want to make No. 13 a lucky volume; our next twelve numbers must be the best we have ever issued. There is only one way, however, by which we can carry out our purpose. Do you know what we mean, gentle reader? We think you do. We can accomplish great things if each and every one of our subscribers sends in the items of interest about North Carolina pharmacy and Tar Heel pharmacists which come to their attention. We want every JOURNAL reader to be a JOURNAL reporter. It doesn't take long to jot down news on a postal and address the card to Box 631, Chapel Hill, N. C., and your co-operation means more to us than you can ever imagine. So often lately people have dropped into our offices and have seemed quite surprised that we have failed to hear some pharmaceutical news recently made public. Unfortunately, however, we are getting nothing but static over our radios these hot days and our mail from the "news centers" is mighty scarce. If you only knew how much we enjoyed hearing from you ALL, you would send us postals often. Which reminds me, isn't there some news you could send in right this minute?

General News Items

Mr. J. R. Curtis, of McBee, S. C., who has been connected with the Griffin Drug Co. in Kings Mountain for the past two years, is now making his home in Hartsville, S. C.

Mr. O. L. Umstead, of Stem, who received his license as a pharmacist following the June examinations of the North Carolina Board of Pharmacy, has accepted a position in the drug store of Mr. Joseph House in Beaufort.

The Caswell Pharmacy, of Kinston, has been incorporated to buy and sell, at wholesale or retail, drugs, medicines, toilet articles, and druggists sundries. The authorized capital stock is $1,000 with $500 stock subscribed for by Jas. H. McClung, Thelma Bizzell and Geo. B. Greene, of Kinston.

Mr. M. A. Moore, who has been with the MacNair-Bryan Drug Co., of Tarboro, since the early fall of 1926, has accepted a position with the Roxboro Drug Co. in Roxboro. Mr. Moore is originally from Macon, and received his license as a pharmacist in 1926.

The JOURNAL takes pleasure in welcoming as members of the N. C. P. A., Messrs. B. C. Brown, of McNairy's Drug Store in Lenoir; E. S. White, of the E. S. White Pharmacy, Burlington; A. A. Koonts, of Joiner's Drug Store, High Point; Dean Tainter, of Tainter's, in Marion; and S. C. Hall, of the firm of J. G. Hall, Druggist, Oxford. We are also delighted to announce that Mr. W. W. Wiggins, of the Wiggins Drug Stores, Raleigh, has become a Life Member of the Association.

Attorney F. O. Bowman spent several hours in High Point recently, and he tells us that druggists in the Furniture City are already making plans for the entertainment of the 1932 convention of the N. C. P. A. Let us give you a tip: the High Point meeting is going to be Aee high. You can't afford to miss it. Mr. A. C. Cecil is in charge of arrangements and that guarantees a splendid meeting.

A letter from Mr. Julian C. Hord, of Shelby, states that he is now a pharmacist in the Walter Reed General Hospital in Washington, D. C. So also is Mr. S. R. Lewis, of Atkinson.

The Davis Drug Co., of Roxboro, has been

incorporated to conduct a general, retail and wholesale drug business. The authorized capital stock is $10,000 with $300 stock subscribed for by **M. B. Wood**, of Florida; **Evie L. Long** and **L. M. Carlton**, of Roxboro.

Durham papers recently announced that **Mr. C. H. King**, registered pharmacist, is now with Hardee's Pharmacy at the corner of Main and Church Sts., Durham. **Mr. P. B. Hardee** is the proprietor of the drug store.

On July 23 announcement was made of a petition for the voluntary bankruptcy of the C. H. Fleming Drug Co., of Raleigh. The company's assets were listed at $10,150 and its liabilities at $13,123.91. The pharmacy moved into the new Capital Club building from its former store near the Hotel Raleigh shortly after the new building was opened a few months ago.

We were delighted to receive a visit on July 22 from **Mr. G. H. Balance**, of the Mann Drug Co., No. 2 in High Point. Mr. Ballance was returning to High Point after spending his vacation enjoying a week's motor trip to New York City and to his old home in Kenly. He was accompanied to New York by his father and the trip from Kenly to the Empire State was made in one day! The car certainly must have been traveling.

Mr. D. D. Sparkman, Jr., of Burgaw, passed the June examinations of the Virginia Board of Pharmacy. Another of the June licentiates in Virginia is **Mr. H. E. Bolen**, of Danville, Va. Mr. Bolen is well known to the younger alumni of the State University as he received the degree of S.B. in Pharmacy at Carolina in 1930. During the past year and during the first session of Summer School he served as instructor in the School. The last two weeks in July he acted as relief clerk for the Yanceyville Drug Co. in Yanceyville, and he is now with the West End Drug Store in Danville.

Mr. Phillip L. Thomas, of Erwin, who graduated from the State University last June and passed the State Board examinations the following week, has accepted a position with the Upjohn Co. During July he spent some time in the New York offices of the company. On August 1st he took up his new duties with Upjohn as their representative in northeastern Pennsylvania with Wilkesbarre as headquarters.

Mr. Clarence P. Harper, proprietor of the Selma Drug Co. in Selma, has just installed a new soda fountain, manufactured by I. Fischman and Sons. It is a 20 ft. job, and is of Italian marble with all the latest ideas in soda fountains.

Why is it that druggists are always such good fishermen? We never knew it to fail—every good druggist is a good fisherman too. **Mr. Lee Dees**, proprietor of Dees Pharmacy in Wallace, was out the other day for a short fishing trip on Black River and caught a 22 lb. Rock fish. How's that?

Mr. John C. Hood, of Kinston, had more than good luck for one afternoon's fishing on Broad Creek recently—he came back with 100 speckled perch and he caught every one of them too!

Mr. C. H. Berryman, formerly with Robertson Brothers in Burnsville, is now with the Hodges Drug Co. in Blowing Rock.

Mr. E. G. Sinclair, proprietor of the Wilmont Drug Store in West Raleigh, is making a number of improvements in his store. He is putting in a new front of the wide-open type with side display windows, as well as making a number of other changes which add greatly to the appearance of the pharmacy. Mr. Sinclair is one of the most wide-awake and progressive pharmacists that we have met.

Mr. Samuel Avner, for the past several months with the O. Henry Drug Store, No. 5, in Greensboro, is now with Liggett's Drug Store in Charlote.

Mr. D. C. McCrummen, of West End, has opened a drug store in Aberdeen under the name of McCrummen's Drug Store.

Mr. W. H. Adair, formerly with the Mann Drug Co., of High Point, is now located with Eckerd's Drug Store in Durham.

Mr. W. H. Morriss is opening a new drug store in Roxboro.

Mr. J. N. Rigby, who has been with the O. Henry Drug Store, No. 1, in Greensboro for the past several months, is now with Liggett's Drug Store in Asheville, located in the Vanderbilt Hotel Building.

The name of the Miles Pharmacy in Rox-

boro has been changed to the Roxboro Drug Co.

Mr. D. R. Davis, of New Bern, formerly with the Davis Drug Co. in Roxboro, is now with the I. W. Rose Drug Co. in Rocky Mount.

Mr. Thel E. Smith is with M. E. Robinson and Bro. in Goldsboro. He was formerly with the Cash Drug Store in the same city.

Mr. C. H. Oakley, of Roxboro, has accepted a position with Hambrick, Austin and Thomas in his home town.

Mr. Russell Walton is making a number of improvements in his drug store in Raleigh. The pharmacy is being enlarged and completely renovated. When the work is finished Walton's Pharmacy will be one of the most up-to-date and attractive drug stores in the Piedmont section. We extend our heartiest congratulations to Mr. Walton!

News has just reached us that **Mr. F. A. Sloan,** for some time with the Lincoln Drug Co., of Lincolnton, is now with the Cameron Drug Store in Cameron.

Mr. C. W. Bynum, of Pittsboro, is back on his old job with Miller's in Wilson. For the past several years he has been with stores of the Whelan Drug Co. in Durham, Greensboro, and Norfolk, Va. We are glad to welcome him back home again!

Not long ago a druggist told us that he never took a vacation trip until he had paid his Association dues. Isn't there a moral to this statement, gentle reader?

On August 1st **Mr. D. J. Womble,** who has been in charge of the Walgreen Drug Co. in Durham for the past several years, became manager of the Charlotte pharmacy of this company. He will have associated with him **Mr. W. E. Hardee,** of Stem, who has been registered druggist for Hardee's Pharmacy, in Durham, for some time.

Mr. N. F. Reiner, has taken a permanent residence at 250 Kimberly Ave., Asheville, where he has established the N. C. State Agency for the American Druggists Fire Insurance Co., of Cincinnati, Ohio.

Mr. Geo. Waters, of the Palace Drug Store, in Goldsboro, has returned from an automobile trip to Clifton Forge, Va., where he went to see his son who is in a camp near there. Mr. Waters has been a busy man this summer as he has been building a store for Montgomery Ward and Co. The store is on E. Market St., Goldsboro and is a fine structure.

We have just learned that **Mr. Dortch Strowd,** Kinston druggist, was recently married in Atlanta, Ga.

Mr. Caney Foster, proprietor of the Weldon Drug Co., in Weldon, spent his vacation at his old home near Asheville. During his absence **Mr. L. G. Barefoot,** of Four Oaks, who passed the State Board last June, was in charge of his drug store.

Mr. J. B. Connell has been engaged as Prescriptionist by the Choate and Brown Pharmacy of Elkin, North Carolina.

Another unit in the Whelan Chain has been established in North Carolina. This time it is in Charlotte in the building at the corner of Trade and Tryon Streets formerly occupied by Blake's Pharmacy. The formal opening will be on August 14.

Mr. W. A. Sappenfield, popular druggist with the James P. Stowe Stores in Charlotte has resigned his position to take place August 15.

Mrs. P. J. Lisk who is well known to the Convention delegates of the North Carolina Pharmaceutical Association, has been seriously ill for some time in her Charlotte home, but favorable news has just been received that her condition is much improved.

Mr. S. J. North, of the Scott Drug Company of Charlotte, recently spent a happy month vacationing in Michigan.

Mr. R. C. Cagle, well known salesman of the Scott Drug Company is recovering in a Charlotte hospital from a recent operation. Mr. Cagle's home is in Rockingham.

Mr. William Niestlie, veteran Wilmington druggist of Fly Trap fame, who suffered a slight stroke several weeks ago has now recovered and will soon be back at work again.

Mr. C. L. Cannon, of Ayden, has become engaged by the City Drug Store of Wilmington.

Mr. Frank W. Heslip, for years a prescriptionist for Feutrel's Pharmacy, in Wilmington, is now with the Speer Drug Company of the same place. Another new em-

ployee of this same firm is **Mr. G. P. Johnson**, of Elizabethtown.

Mr. Harry L. Payne has opened a branch store at Carolina Beach near Wilmington, which he will operate during the summer season.

Mr. R. I. Cromley, representative in Eastern North Carolina for E. R. Squibbs and Sons, spent the first few weeks in August at Miami, Fla.

Goldsboro News

C. B. Miller, *Reporter*

Mr. P. L. McDaniel, now employed by the Cash Drug Store, W. T. Andrews, proprietor, will sever his connections there this week and rest for awhile. This store was entered by thieves some days ago, and about $150.00 worth of fountain pens and other items taken out. The thieves left no clue that would help to identify them, and have never been taken.

Charles B. Miller, of the Goldsboro Drug Company, Goldsboro, N. C., as President of the Goldsboro Chamber of Commerce, delivered the address of welcome to the State Grand Lodge of Knights of Gideon in session at Goldsboro recently.

The retail druggists of Goldsboro have taken a move to increase the retail price of cigarettes.

On a recent fishing trip to Slocumbs Creek below New Bern, **W. T. Andrews** and **Charles B. Miller** took by actual count 102 Red Breast Perch and Chinquepin Perch.

In my recent President's address before the Pharmaceutical Convention at Wrightsville, I recommended that all retail druggists in North Carolina refuse window display space to those manufacturers whose products were drastically cut, and also to refuse to sell these items, if anything else could be sold in their places. I sincerely trust that this recommendation will be carried out, not only by those living in towns where there are cut rate drug stores, but also in towns where there are no such stores, in order to bring in effect the moral influence of such action.

We must fight the devil with fire, and if all will co-operate in this movement, we will accomplish something, and when it gets nation wide, there will be relief, but not 'till then.

So men keep your ear to the ground and your powder dry.

Yours truly,
(Signed) Charles B. Miller.

News from Greensboro

R. A. McDuffie, *Reporter*

Greensboro now boasts of two of the largest and handsomest drug stores in the State, namely the recently constructed O. Henry Drug Store, No. 1, which opened for business about July 15, and the new Stratford-Weatherly Drug Co. which is about ready for its formal opening.

The O. Henry Drug Store, No. 1 was the first of **Mr. Floyd Coble's** five stores. It was burned out in January of this year and in replacing the store Mr. Coble apparently spared neither expense nor available talent in making it the last word in modern drug stores. From the basement to the offices on the second floor everything is "spick and span" and very easy to look at—even by a competitor. There is ample room in the basement for a small size wholesale house and a separate compartment for fountain supplies and equipment. The lobby of the store is attractively arranged and all display cases are beautifully lighted. The prescription department is on the mezzanine and much larger than the prescription room of the old store. A stairway from the mezzanine leads to Mr. Coble's private offices on the second floor. A hall-way leads from the lobby to the kitchen in the rear of the building where plate luncheс are prepared. Connecting with the rear of the store building is a warehouse that supplies all five stores. The building is fire proof and Mr. Coble has secured a lease on it. **Mr. Tom Crutchfield** is manager of the store and he is assisted by **Mr. G. C. Robinson**, of Charlotte, also a registered druggist.

The Stratford-Weatherly Drug Co. moved into their new location about August 1st. **Messrs. Parke Stratford** and **Earl Weatherly** organized this company about eight years ago. They purchased the old Herndon Pharmacy and remodeled the store. Since the first day they opened the pharmacy the busi-

ness has grown and prospered. In casting their eyes around for larger quarters they hit upon the best and most desirable spot in North Carolina for a drug store—namely the corner of the Jefferson Standard Building. The setting for this store is ideal. Besides being at the most vital spot in Greensboro's business district, there is a seventeen story building over their heads that houses a whole village of people. The store will be precisely in keeping with its setting. The insurance company has spent about $20,000 in placing the store in condition for a handsome pharmacy. The fountain, hot plate equipment, candy department, cigar department, toilet goods counters, etc. circle the large lobby. The prescription department is on the mezzanine. An indirect lighting system has been installed and due to its geographical location the store gets sun light practically all the time the sun is shining. This location was formerly occupied by the Atlantic Bank and the handsome marble columns of the old bank lobby add to the attractive appearance of the drug store lobby. The height of the lobby is about the height of two and one half average stores. This company has not announced the date of their formal opening but the writer understands that it is to be in the early fall.

In writing the above the reporter does not wish to give the impression that these two are the only drug stores in Greensboro. There are many fine stores here—in fact too many. If any of the Journal's readers are thinking of entering the drug business in the Gate City, it would be a good idea to wait until our population doubles.

Mr. Clarke Porter (first cousin of O. Henry—**Wm. Sidney Porter**) is now with the O. Henry Drug Store, No. 2.

Mr. Ed. Nowell, of Greensboro, is now with Goode's Drug Store in Asheville.

No man ever connected with the drug profession of Greensboro will be more sorely missed than will be **J. R. Kelly**. Notice of his death is carried elsewhere in the Journal. Representatives from every drug store in town attended the funeral in a body to pay their last humble respects to their departed friend. "Kelly," as he was affectionately called, was the contact man between the Justice Drug Co. and the drug stores of the city. For eight years he had been making the daily rounds of his customers. He always had a pleasant word for every one, never complaining and was sympathetic with the various little troubles that pop up in everyday business. Above all he possessed some secret of personality that made him ever welcome and his salesmanship never offensive. Many a time the various druggists of the city have called on "Kelly" to help them make out some report and always he responded with the same pleasantness any other man would exhibit in selling a big bill of goods. It may be truthfully said that "Kelly" labored tirelessly and conscientiously for the house he represented, and at the same time transmitted to his customers the feeling that he was their friend and was working for their interests too. He will be keenly missed, not only in drug store circles but by a large circle of friends he had made since coming to Greensboro. As a contact man **J. R. Kelly** has set a high standard of salesmanship, friendly understanding, and gentlemanly conduct.

Piedmont Topics

John K. Civil, *Reporter*

The many friends of **Mr. F. D. Quinn**, proprietor of Quinn's Drug Store in Shelby, will be glad to learn of his recovery from a recent illness, and that he is back on the job again.

Mr. H. C. Dover, formerly representative of the Murray-McKesson Drug Co., of Columbia, S. C., has accepted a position with the Associated Independent Druggists, of Charlotte, and has charge of the warehouse.

Mr. W. N. Wilkins, for the past four years with the Stowe Drug Store, of Belmont, has accepted a position with the Young Drug Co., of Charlotte.

Mr. Joe Powell, of Charlotte, is now placed with the National Pharmaceutical Co., of Baltimore, Md., as representative in North Carolina with headquarters in Charlotte.

We regret to report that **Mr. E. Shook**, proprietor of Shook's Drug Store, of Hickory, has been confined to his home for the

past four weeks on account of illness. We are wishing for him a speedy and complete recovery.

Mr. John H. Hutchinson, for the past several years with the Tryon Drug Co., of Charlotte, has accepted a position with Eckerd's in the same city as manager of the prescription department.

Mr. R. F. Holland, manager of the new Plaza Drug Co., of Charlotte, recently purchased the bankrupt stock of the Tryon Drug Co. in the same city. He has completed the disposal of the stock with the exception of the large prescription file which he has moved to the Plaza Drug Co.

Willis and Lynn, of Gastonia, were forced recently into bankruptcy and the store sold.

Central News Notes

F. L. Bundy, *Reporter*

Mr. Clarence Clodfelter, of Thomasville, is now Prescriptionist at Mann's in Thomasville.

Mr. Z. B. Taylor and **Mr. L. C. Barrow,** of Jackson, have bought Harrison's Drug Store, Weldon, and will operate it as Taylor-Barrow Drug Co. Mr. Taylor has been manager of Jackson Drug Co., Jackson, for the last few years. **Mr. Lewis Harrison,** former manager of the Harrison Drug Store, will now be connected with his brother **T. N. Harrison,** Littleton.

While visiting Fairmont Drug Co., Fairmont, recently I overhead a customer call for Cylinder Oil Pills. **Mr. Paul Thompson** supplied Santal Oil Capsules and filled the desired want.

Mr. C. C. Layton, former manager of Wiggins (Person Street) Drug Store, Raleigh, is now with Everingtons Drug Store, Laurinburg.

Mr. Harry Walker, of Norlina, has just returned from a two weeks vacation at Virginia Beach. Harry says he is like Jiggs was when Maggie asked him if he saw Daughter's New Bathing Suit. He replied that the most he saw was Daughter.

Messrs. W. C. Reedy and **Ed. Dorsey** have sold their interest in Peoples Drug Store, Henderson, to **Mr. J. G. Tolson, Jr.** Mr. Tolson has been manager of the store for past year and a half.

Joyners Drug Store, Franklinton, has discontinued business.

Mr. W. C. Reedy, of Dorsey Drug Co., Henderson, has just returned from a two weeks vacation to South Carolina. Mr. Reedy recently took a trip to California and other western points on the T. P. A. special.

Mrs. T. G. Crutchfield, of Greensboro, is spending a months vacation visiting relatives in western states. Mr. Crutchfield is manager of the Prescription Departments of the O. Henry Drug Stores in Greensboro.

Mr. Ed. Dorsey, of Henderson, has just returned from a vacation spent at Nags Head and Virginia Beach.

Mr. Earl Driggers is now Prescriptionist at Hutchins West End Drug Store, Winston-Salem.

Mr. A. D. Walker is now with Nissen Drug Co. in Winston-Salem.

Mr. Joe Pinnix, of Kernersville, has just returned from a house party in Texas.

Mr. Clyde Hargrove, for several years with Taylor-Matthews Drug Co., Roanoke Rapids, is now with Carolina Pharmacy, Winston-Salem.

Mr. C. V. Cagle, of Justice Drug Co., Greensboro, spent a weeks vacation at Morehead City where he attended the American Legion Convention.

Roanoke Rapids and Rosemary have consolidated into one town, Roanoke Rapids. **Mr. A. N. Martin,** of Rosemary Drug Co. was elected to the Board of Aldermen for 3 years.

Mr. J. W. Davis, of Leggett and Davis, Edenton, spent his vacation at Nags Head.

Among the Druggists attending the American Legion Convention were **Messrs. A. N. Martin,** Roanoke Rapids; **Jack Temple,** Kinston; **C. V. Cagle,** Greensboro; **J. W. Williamson,** Winston-Salem; **Mayor George Isley,** Raleigh; and **B. L. Howard,** Wilson.

Mr. C. T. Harper, prop. Citizens Drug Co., Zebulon, has just returned from a vacation at Seven Springs.

Mr. P. L. Senter, of Raleigh, is back from a trip to Natural Bridge and other points of interest in the Shenandoah Valley of Virginia.

Mr. and Mrs. John Spencer, of Peabody Drug Co., Durham, have just returned from

a visit to relatives in Washington. John is an ardent base ball fan, so we guess he didn't miss any games the "Senators" played while he was in the Capital City.

Friends of **Mr. Jack Winstead,** of Winstead Drug Co., Elm City, will regret to learn of his death a few days ago. As he left his home to go back to the store after supper he ran into a flower pot and fell and in some way ruptured a blood vessel that caused a stroke from which he never regained consciousness and died the following day. He was 38 years of age.

Can You Help Us?

Letters sent to the following druggists have been returned unclaimed: **Messrs. A. P. Westbrook,** Liggett's Drug Store, Charlotte; **Earl Driggers,** Thompson's Drug Store, Winston-Salem; **W. R. Wilkins,** North Wilkesboro; **L. B. Grantham,** Liggett's Drug Store, Asheville; and **A. L. Glenn,** Tryon Drug Co., No. 2, Charlotte. We are very anxious to secure the correct addresses for these druggists and shall appreciate any help that Journal readers may give us.

Nip and Tuck

A few days ago a little girl carried a prescription number and date to **Mr. Frank Dayvault,** one of the registered pharmacists, in the drug store of Geo. C. Goodman and Co., in Mooresville, and asked that it be filled for one of the store's customers. The number was 332,220 and was dated May 13, 1931. When Mr. Dayvault looked up the prescription he found the number corresponded with the date all right, but the name of the doctor and patient did not check with the name of his customer. He knew there was bound to be some mistake and so he sent the porter to get the original bottle in order to have further details about the prescription. When the porter returned he had a bottle from the Polk Gray Drug Co., of Statesville, not many miles away, and the label bore the same number as that in the prescription files of Geo. C. Goodman and Co., of the same date. This, of course, showed that the Mooresville and Statesville stores had filled the same number of prescriptions from their opening day until May 13, 1931. Both towns are located in Iredell County and are only a few miles apart. **Mr. Polk C. Gray** is the proprietor of the Statesville store, while **Mr. Geo. C. Goodman** owns the Mooresville Pharmacy. That these two older pharmacies in the State and located in the same county have filled the same number of prescriptions and that the number runs up to the large figure of 332,220 furnishes a most interesting coincidence.

A Significant Development

Under the heading, "A Significant Development," the following editorial appeared in the *News and Observer* for July 28:

"E. R. Squibb and Sons, manufacturing chemists, have put into effect the five-day week in their various plants and offices. But no salaries were reduced, and the action meant an average wage and salary increase of nine per cent. for all employees.

"This is a significant development. At a time when numerous businesses are putting into effect either salary and wage reductions or reduced number of work days, with consequent reduction in remuneration, this company has embarked boldly on a policy which is directly opposite to the general trend. And it has been discovered that the new policy pays dividends in efficiency and morale!"

One of the Noblest of Them All

One of the nicest features for us about the Wrightsville Beach meeting was seeing **Mr. John H. Hardin** again. For many years we have known and greatly admired him. His pew in St. James Church was just in front of ours. He tells us that he sits in the same pew that his father and his grandfather occupied. For fifty-nine years he has been connected with North Carolina pharmacy, as he began his apprenticeship in Wilmington in 1872 under **Dr. W. W. Lane.** Since 1880 he has been in business for himself in the Cape Fear Capital at 126 S. Front St. Hardin's Pharmacy has always been a by-word in our family. He has been a member of the A.Ph.A. since 1881. He is one of the four living charter members of the N.C.P.A. and wears the gold

medal presented to him by the organization in 1929 in recognition of his long membership and useful service. The Wrightsville meeting was the first that Mr. Hardin had been able to attend in several years, but he has always been a strong supporter of the Association. Incidentally, we understand that he has kept a complete file of the CAROLINA JOURNAL OF PHARMACY since it was started. Today (July 29) it has come to our attention that Mr. Hardin celebrates his seventy-eighth birthday on July 31 and we wish to take this opportunity to congratulate this splendid citizen and courtly gentleman and to wish for him many more years of service to his community and to his profession.

Marriages

Friends were greatly surprised and interested to learn of the announcement by Dr. and Mrs. W. C. Yeatts, of Danville, Va., of the marriage of their daughter, Virginia Kent, to **Mr. Clarence Lee Clodfelter,** of Thomasville, on July 30. The wedding took place at the home of the bride's parents in Danville. Mr. Clodfelter graduated from the State University last June and now holds a position as assistant druggist at Mann's Drug Store in Thomasville. The young couple are making their home at 111 College Ave.

Deaths

Mr. O. J. Winstead, 34 years of age, died at his home in Elm City early on the morning of July 22. Mr. Winstead was a prominent young business man, of Elm City, being connected with the Winstead Grocery Co., and the Winstead Drug Co. He had been stricken with paralysis two days earlier as he was returning to his store. Mr. Winstead is survived by his wife and three children, his mother and several sisters and brothers.

Friends were shocked to learn of the death on July 27 of **Mr. John Robertson Kelly,** of Greensboro, which occurred at Jefferson Hospital, Philadelphia, where he had been a patient for about three weeks. He had undergone two operations since entering the hospital and his condition had been quite critical for several days. Mr. Kelly moved to Greensboro about eight years ago and since that time had been regularly connected with the Justice Drug Co. He was in charge of city sales and was held in high regard by the concern. He was considered a capable, dependable man and was popular in his territory, as well as in Wilmington, his former home. He held a position with Ahrens Brothers in the Cape Fear City for many years. He was a member of the First Presbyterian Church of Greensboro, was prominently identified with the local post of the Travelers' Protective Association, also with the Greensboro council of United Commercial Travelers, and with the N.C.P.A. Mr. Kelly leaves his wife, who was with him when the end came; a son, Robert Kelly, who last June completed his sophomore year at State College; and his mother and several sisters and brothers.

LEGAL SECTION

(Continued from Page 12)

Aspirin Exempted from Ohio Law

Aspirin was held to be a "household remedy" and therefore exempted from a State law requiring that drugs may be sold only by a legally registered pharmacist, in a recent decision by Judge Edward F. Berry, in the Columbus Municipal Court.

The case was brought by the State of Ohio, which charged that Dan T. Khoury, a grocer, had violated the law by making a sale of aspirin. The sale was admitted, as was the fact that the defendant is not a registered pharmacist.

The opinion of Judge Berry recited that the law provides that retail drug stores must be conducted by legally registered pharmacists, and that any other person who shall "compound, dispense or sell a drug, chemical or pharmaceutical preparation" shall be subject to a penalty. The law exempts sales in original packages of certain specified articles" and other similar preparations."

The court quoted from an opinion of the Attorney General, holding that the Legislature did not intend to include those preparations commonly known as household remedies, and held that aspirin should properly

be included within the latter classification. The defendant therefore was found not guilty.

"The right of the consuming public to buy a harmless article of whom it chooses and the right to all merchants to sell a harmless article", Judge Berry said, "is a right that the courts must protect and which the Legislature has not the right to destroy.

"I further find and hold that the Legislature of Ohio never intended to restrict such a right and by the statutes in question did not attempt to do so, but on the contrary, by what is to me plain language, excepted from the operations of the statute, under conditions prescribed in the statute, "household remedies". (Standard Remedies).

United States Consumption of Cigars and Cigarettes Reported

The trend in the consumption of cigars and cigarettes in United States is reported in a recent publication of the Tobacco Division of the Department of Commerce entitled "United States Tobacco and Its Markets." The table below shows the consumption for each year from 1925 to 1930:

CIGARS

	Total	Per Capita
1925	7,408,332,000	64
1926	7,346,668,000	63
1927	7,348,666,000	62
1928	7,175,485,000	60
1929	7,275,192,000	60
Average, 1925-1929	7,310,869,000	62

CIGARETTES

	Total	Per Capita
1925	78,721,305,000	694
1926	88,740,053,000	762
1927	97,308,258,000	823
1928	105,554,283,000	881
1930 (Preliminary)	6,589,439,000	53
1929	117,963,870,000	971
Average, 1925-1929	97,857,554,000	826
1930 (Preliminary)	115,379,197,000	937

Doctors' Purchases and Incomes Analyzed

Annual expenditures of doctors for professional purposes range on the average from $7,091 for radiologists to $3,239 for general practitioners, according to a survey by Medical Economics, reported in Trends and Indications. Annual purchases of surgical instruments and supplies range from $1,115 to $264 for the different kinds of doctors, while similar expenditures for medicines and pharmaceuticals range from an average of $1,064 to $201 each year.

General practitioners had an average net income of $4,188, the lowest of the group, while surgeons with an average net income of $9,233 annually were highest. The ratio of general practitioners to specialists for all groups was reported to be 2.04 to 1.

STRAY GLEANINGS

By

Jim Coppedge

We are wondering if Ford Worthy (Worthy & Ethridge, Washington, N. C.) will condescend to sell us "lesser lights" pills after taking that most enjoyable fishing trip down at Morehead City with Senators Morrison and Bailey.

Mr. and Mrs. F. W. Hancock have been spending sometime at the Atlantic Hotel, Morehead City, recuperating from the N. C. Phar. Convention.

Tom Briles who is now directing the destinies of the I. W. Rose Drug Co., Rocky Mount, N. C., is spending his vacation at Durant Island in company with some of the best fishermen in Rocky Mount. We hope that he will be as successful at fishing as he is running a drug store and will land the "big boy" of them all. Wonder how much that fish will weigh when he gets back home?

Mr. and Mrs. Joe Selden (Edgecombe Drug Co., Tarboro) are spending ther vacation visiting points of interest in the northern states, including Niagara Falls and Canada in their itinerary.

"Mickie" Dawson and family (Standard Drug Co., Rocky Mount) are spending some time in the Western Carolina Mountains. Mickie hopes for a few trout.

Mr. and Mrs. B. S. Warren and sons (Greenville) are spending their vacation at Virginia Beach.



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HERE'S a sure-fire sales builder. It's a brand new $1.50 value colored box camera that costs you only 75 cents, and can be sold as a 98-cent special—an astoundingly low price for a colored box camera so attractively and beautifully built as the Model E. The supply is limited, and is restricted to those dealers who have bought an Agfa 1931 Film Cabinet Deal. In blue, gray, green, and red, the Agfa Ansco Model E at this special price, is the sensational box camera of the year. Ask our salesmen about this special Agfa Ansco Model E Box Camera offer.

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Ointments form far too small a part of the average retail druggist's volume. Now and then you find a druggist who concentrates his efforts on a quality line of ointments, Lilly's for instance, with excellent results.

Lilly Ointments have a habit of penetrating the most formidable sales barriers on the very strength of their merit. When supported by the selling efforts of the retailer, they conquer the field.



Feature Lilly Ointments in pounds and tubes. Send us a list of the items for which you have a demand. We will include them with your next drug order.

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Have you checked up recently on the various products whose sales are "holding up" these days? Do so—and you'll find STANBACK right at the top of the list! STANBACK keeps right on paying you, first, because STANBACK advertising is "keeping on" and second, because of the unfailing "repeat" demand.

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Unguentine Skin Cream. Certainly—lots of people have bought it for sunburn. But with the sunburn season over, don't let this new "hot" product go cold on your shelves.

For there's many a use 'twixt the Summer and the Winter—for Unguentine Skin Cream. And many and many a sale for you...

As a **Complexion Cream,** it corrects dryness, softens the skin, combats complexion blemishes. And you can sell it for these other uses, too...

As a **Powder Base Cream,** and a massage cream, Unguentine Skin Cream beautifies skin texture.

As an **After Shaving** cream, it revives, freshens, and cleanses the skin.

Chapping **Windburn** **Dishpan Hands**

Large Pores **Rough, Coarse Skin**

Skin Chafing **Wrinkles**

In two convenient tubes, 25 cents and 50 cents. And in one 60 cent jar. The 25 cent and 50 cent tubes will be ready for you soon! Ask your Norwich salesman about them. You'll find Unguentine Skin Cream a highly profitable, highly satisfactory product that builds goodwill for the man who sells it.

Norwich

NOTE: Don't sell Unguentine Skin Cream for burns and scalds. Sell Unguentine in the red-and-yellow tube—the antiseptic ointment used in 8 out of 10 hospitals.

The Norwich Pharmacal Co.
Norwich, N. Y.

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THE SEEMAN PRINTERY, DURHAM, N. C.

VOL. XIII No. 2

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

OCTOBER, 1931



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

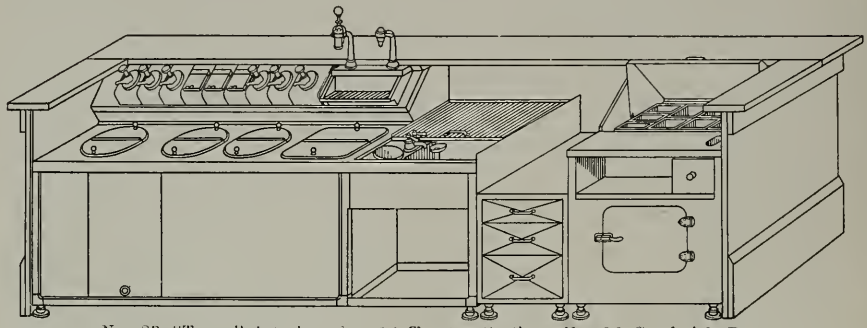
The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing.

We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

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MONTGOMERY, ALABAMA
Designers and Manufacturers of High Class Store, Bank and Office Fixtures
Wire or call us collect
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TWELVE FEET IN LENGTH AND EQUIPPED WITH ALL MODERN CONVENIENCES



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Stainless Steel Top and Trim on Unit and Drainer. Chromium Plated Draft Arms and Syrup Pumps. Full Stainless Steel finish on Toaster and Sandwich Sections.

HEAVY COPPER LININGS - - HEAVY INSULATION
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ALL METAL CONSTRUCTION
(No Wood)

IMMUNE TO RUST
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The Lowest Priced High Grade Fountain on the market

ICE CREAM CAPACITY, THIRTY GALLONS

Also built in 6 and 8 foot lengths,
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WRITE OR WIRE FOR DETAILS

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Soda Fountain Pioneers **Established 1874**

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THE BOY WHO FOUND RAINBOWS IN COAL-TAR

One Easter vacation in 1856, 17-year-old William Henry Perkin, a student-assistant in the Royal College of Chemistry, was toiling in an improvised laboratory under the eaves of his English home.

"Throw the rubbish away!" croaked unimaginative Common Sense, when the boy poured in a red fluid and got a dirty, sticky, dark mass at the bottom of his test tube. "Examine it!" whispered Science. "It may be worth something!"

Science was right. Out of that dark ugly mud came a lovely violet-purple dye. This "Mauve" was the first aniline dye ever made from coal-tar.

But young Perkin did more than found an industry. His experiments, and the experiments of other men in these early days, showed the way to a new, *creative* chemistry.

Men began to *build* with atoms!

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PARKE-DAVIS research chemists often spend years in producing a single synthetic medicine. For example, in a recent search for a synthetic drug to accomplish a certain purpose, hundreds of compounds were patiently built up. Each in turn was put to the severest tests. Finally *one* was obtained that met our exacting requirements.

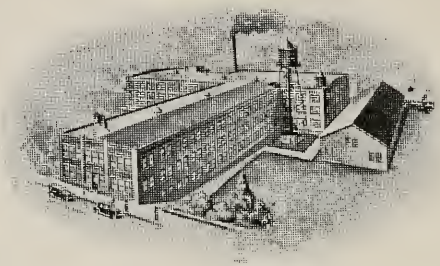
Such is the spirit of the Parke-Davis laboratories. Steadfastly adhering to the high ideals that are woven into the fabric of the organization, stubbornly refusing to compromise with quality, the loyal men and women of our staff feel a keen personal pride in the confidence that the medical and pharmaceutical professions so willingly repose in the products which bear the Parke-Davis label.

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Get a McCOURT DRUG LABEL CABINET

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[Price includes complete assortment Shop and Rx Labels, ready to use]

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NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.

Mail Orders for
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This preparation in addition to one grain U. S. P. Pepsin in each fluid dram, contains malt diastase, dioscorein, nitromuriatic, phosphoric and lactic acids in correct proportions.
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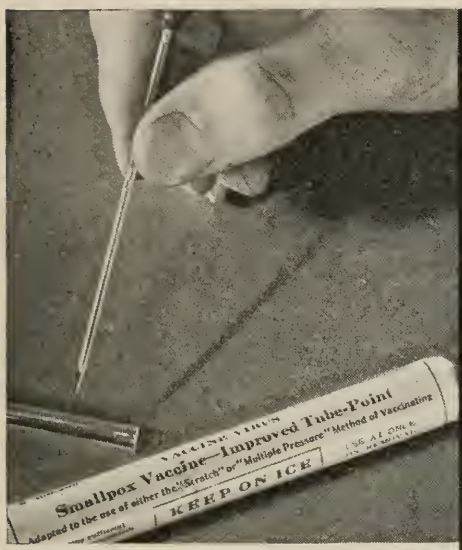
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- Two injections produce immunity, thereby saving the time of both physician and patient
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May be assorted for discounts. Order from your jobber.
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As a result—The druggist, who chooses his Holiday line early and displays it early, is the one who sells and banks his Christmas profit early.

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Don't delay your buying this year.

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The Proceedings

of the

Fifty-second Annual Meeting

of the

North Carolina Pharmaceutical Association

held in

The Convention Hall
The Oceanic Hotel
Wrightsville Beach
North Carolina

June 23, 24, 25, 1931

Also the

Roll of Members

Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy, together with List of Registered Pharmacists; also the members of the Traveling Men's Auxiliary

Stenographer
Alice Noble
Chapel Hill, N. C.

THE CAROLINA JOURNAL OF PHARMACY

Vol. XIII October, 1931 No. 2

ENTERED AS SECOND-CLASS MATTER JULY 5, 1922, AT THE POSTOFFICE AT CHAPEL HILL, NORTH CAROLINA, UNDER THE ACT OF MARCH 3, 1879

PREFATORY NOTES

For general information regarding the Association, or for blank applications for membership, write to the Secretary-Treasurer, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary-Treasurer, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary-Treasurer at once, giving your full name and address.

For legal information and advice, write to the attorney of the Association, F. O. Bowman, Chapel Hill.

For information concerning examinations, the State Pharmacy Law and its enforcement, and certificates of registration, address F. W. Hancock, Secretary of the Board of Pharmacy, Oxford.

Take notice of the advertisers who have liberally responded to requests for advertisements, mentioning the Proceedings in your correspondence with them. You can render no better service to the Association.

The 1932 meeting of the North Carolina Pharmaceutical Association will be held in High Point, the time to be announced later.

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J. A. Goode.....Asheville
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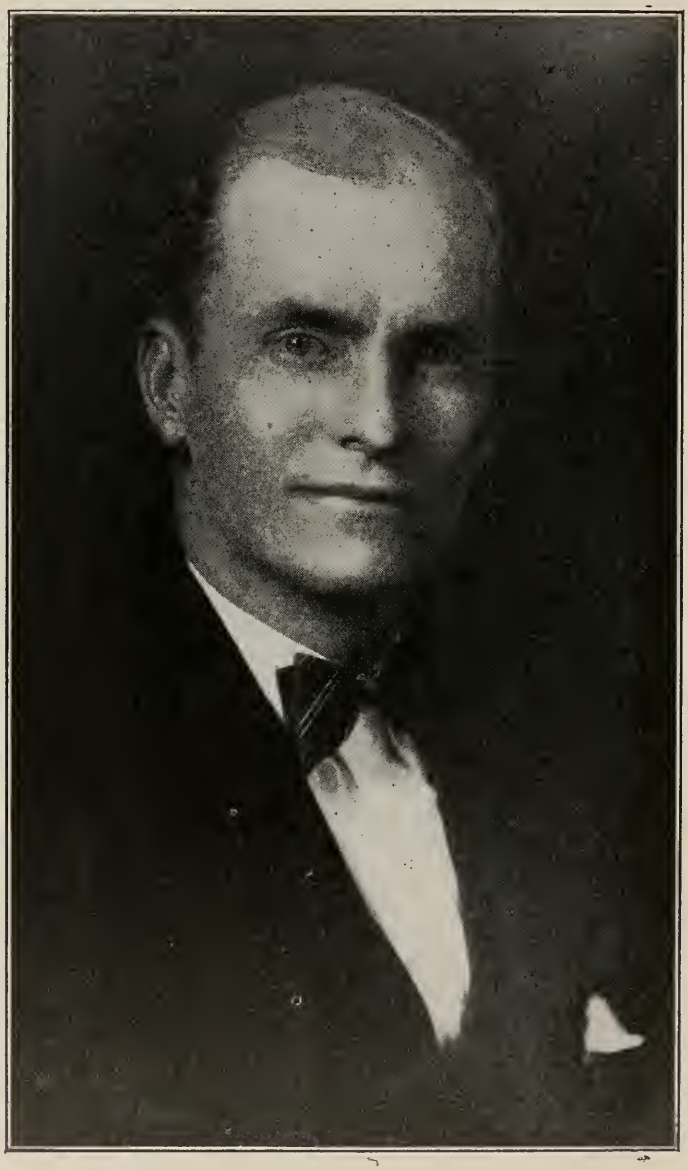
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Alternates

J. M. Hall, Sr.....Wilmington
E. L. Tarkenton.....Wilson

* Committee must be located in one town convenient to president.



ANDREW EARL WEATHERLY, of Greensboro

Fifty-second President of the North Carolina Pharmaceutical Association

COUNTY LEGISLATIVE COMMITTEE FOR 1931-1932

(The following appointments have been made by President A. E. Weatherly for the coming year. The duties of these men will be to organize the druggists in their respective counties so that when necessary there can be complete coöperation in matters pertaining to legislation.)

Alamance, Burlington.....C. P. Mitchell
Alexander, Taylorsville.....C. C. Munday
Alleghany, Sparta.....T. R. Burgiss
Anson, Wadesboro.....F. G. Fetzer
Ashe, West Jefferson.....C. W. Ray
Avery, Elk Park.....J. R. Patton
Beaufort, Washington.....S. B. Etheridge
Bertie, Windsor.....W. B. Gurley
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Buncombe, Asheville.....J. A. Goode
Burke, Morganton.....R. E. Kibler
Cabarrus, Concord.....C. D. Porter
Caldwell, Lenoir.....J. G. Ballew
Carteret, Morehead City.....W. Hufham
Caswell, Milton.....Lewis Walker
Catawba, Hickory.....P. J. Suttlemyre
Chatham, Siler City.....F. G. Brooks
Cherokee, Murphy.....R. S. Parker
Chowan, Edenton.....J. W. Davis
Clay, Hayesville.....Dr. M. J. May
Cleveland, Shelby.....F. D. Quinn
Columbus, Chadbourn.....J. E. Koonce
Craven, New Bern.....Joe M. Anderson
Cumberland, Fayetteville..Warren W. Horne
Davidson, Lexington.....G. S. White
Davie, Mocksville.....S. B. Hall
Duplin, Wallace.....R. E. L. Dees
Durham, Durham.....D. L. Boone
Edgecombe, Tarboro.....A. T. Nicholson
Forsyth, Winston-Salem.....A. A. James
Franklin, Louisburg.....S. P. Boddie
Gaston, Gastonia.....E. C. Adams
Granville, Oxford.....F. F. Lyon
Greene, Walstonburg.....S. Jenkins
Guilford, Greensboro....C. C. Fordham, Sr.
Halifax, Roanoke Rapids, C. E. Matthews, Jr.
Harnett, Dunn.....G. K. Grantham, Sr.
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Henderson, Hendersonville....W. B. Wilson
Hertford, Ahoskie.....R. R. Copeland
Hoke, Raeford.....L. E. Reaves
Iredell, Statesville.....L. W. McKesson
Jackson, Sylva.....F. L. Hooper
Johnston, Selma.....C. P. Harper
Lee, Sanford.....W. A. Crabtree
Lenoir, Kinston.....J. C. Hood
Lincoln, Lincolnton.....C. B. Phillips
McDowell, Marion.....J. W. Streetman
Macon, Franklin.....R. M. Rimmer
Madison, Marshall.....H. E. Roberts
Martin, Williamston.....C. B. Clark
Mecklenburg, Charlotte.....L. H. Stowe
Mitchell, Spruce Pine.....R. S. Morgan
Montgomery, Troy.....M. A. Nicholson
Moore, Southern Pines.....H. E. Thrower
Nash, Rocky Mount.....M. P. Dawson
New Hanover, Wilmington...J. M. Hall, Sr.
Northampton, Jackson.....E. W. Lewis
Onslow, Swansboro.....D. A. Hargett
Orange, Chapel Hill.....C. T. Durham
Pasquotank, Elizabeth City..S. G. Etheridge
Pender, Burgaw.....F. Dees
Perquimans, Hertford.....J. E. Sparks
Person, Roxboro.....E. E. Thomas
Pitt, Greenville.....J. Key Brown
Polk, Tryon.....E. E. Missildine
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Yadkin, Yadkinville.....J. P. Norman
Yancey, Burnsville.....W. Z. Robertson

PROCEEDINGS OF THE FIFTY-SECOND ANNUAL MEETING

Wrightsville Beach, N. C.,
June 23, 24, 25, 1931.

FIRST SESSION

Tuesday Afternoon—The Oceanic Hotel

The fifty-second annual meeting of the North Carolina Pharmaceutical Association was called to order by President C. B. Miller, of Goldsboro, on Tuesday afternoon, June 23, at two o'clock, in the Convention Hall of the Oceanic Hotel.

PRESIDENT MILLER: The convention will please come to order. Before beginning with the scheduled program, let us all stand and sing two verses of "America."

Thereupon "America" was sung by the audience.

The invocation was made by Rev. Edgar W. Halleck, Rector of St. John Episcopal Church, of Wilmington.

The convention was formally welcomed to Wilmington and Wrightsville Beach by Mayor Walter H. Blair, of Wilmington.

Miss Alice Noble responded to this address of welcome, paying tribute to the several Wilmington druggists who were charter members of the Association.

In a most eloquent speech Mr. Walter R. Kingsbury extended a welcome to the convention on behalf of the druggists of Wilmington.

Mr. J. P. Stowe, of Charlotte, expressed appreciation for the gracious welcome extended by Mr. Kingsbury, stating that he felt this Wilmington druggist was the only North Carolina pharmacist who qualified as a Chautauqua speaker.

The next order of business was the roll call by the Secretary.

Upon the motion of Secretary Beard, the roll call was dispensed with since the registration book recorded the names of all present.

President Miller then called for the minutes of the preceding meeting.

Secretary Beard moved that the reading of the minutes be dispensed with as they had been printed in the CAROLINA JOURNAL OF PHARMACY and distributed to all members of the Association.

(Motion seconded and carried.)

Applications for membership were called for, but it was thought best to postpone the admission of such new members until a later session.

President Miller called for the presentation of visiting delegates.

Credentials were presented for the following delegates from the National Wholesale Druggists' Association: Messrs. B. Frank Page, Raleigh; Hargrove Bellamy, Wilmington; M. M. Murphy, Charlotte; and P. A. Hayes, Greensboro.

Secretary Beard then read a letter from Secretary E. F. Kelly, of the A. Ph. A., appointing him as the delegate from the A. Ph. A to the N. C. P. A. Secretary Beard also extended the greetings and best wishes of the national organization.

PRESIDENT MILLER: *Fellow-members,* We have with us this afternoon a gentleman of the old school; a gentleman who is one of the oldest druggists in the State and a charter member of our Association. I want to present to you, Mr. John H. Hardin, of Wilmington. (Applause.)

Mr. Hardin expressed his pleasure at being present.

President Miller next introduced Local Secretary J. M. Hall, Sr., paying tribute to the efficient manner in which the local arrangements for the meeting had been handled.

Local Secretary Hall stated that Wilmingtonians were peculiarly gratified that the Association had selected Wrightsville Beach for the 1931 convention, and then outlined the entertainment program.

President Miller next appointed the following committee: *Nominating:* Messrs. J. P. Stowe, *Chairman,* Geo. W. Waters, Warren W. Horne, J. A. Goode, Sam E. Welfare, C. L. Eubanks, and A. G. Ahrens. *Time and Place of Next Meeting:* Messrs. I. W. Rose, *Chairman,* E. R. Thomas, and H. M. Cooke.

At this point Secretary Beard was called to the chair while the President's Address was being read.

PRESIDENT'S ADDRESS

PRESIDENT MILLER: *Members of the North Carolina Pharmaceutical Association and of the Traveling Men's Auxiliary, Ladies and Gentlemen:*

In the cycle of time another year has passed in the history of our Association, and today we enter upon the business and pleasures of the fifty-second annual meeting of this organization. In this delightful city by the sea where we have met so many times before and have always found its hospitality unbounded, today we are again assembled in annual meeting where old ocean breezes, filled with invigorating ozone, and the ceaseless drone of the waves, as they break and race upon the sands of the shore, fill us with the joy of living and drive dull care away.

In retrospective view many incidents have transpired in the lives and business experiences of our members—some pleasant and some disagreeable. Since we last met in our Capital City some who were with us then, filled with the joy of living, have passed into the Great Beyond. Though absent they are not forgotten. But even so, we have carried on and today, with the year's experience back of us, we are wiser and better qualified to meet the exigencies of the hour; sane, and with a confidence in the future, we look forward to a brighter and better day. The experiences through which we have passed, like the refiner's fire, has burned from our lives the dross of high finance, extravagant and useless spending, the wasting of valuable time in unprofitable pursuits and unwise business methods, so that today we stand before the world a better set of business men than we were a year ago—men who count the cost before acting.

I dare say that of all the classes of business who have curtailed employees in these times of depression there are fewer qualified pharmacists looking for jobs than any other set of business men in existence. This is a record that we may well be proud of.

The Pharmacist in Civic Affairs

The time was in the history of our commonwealth when the pharmacist had no political ambition, when he was not included or consulted in things civic. He had no aspiration to be a part of the community's activities—so far as being an influence in moulding public opinion he was a nonenity—"a sparrow on the housetop." "Today the worm has turned;" a complete metamorphosis has taken place. We find the pharmacist in the halls of the Legislature, on the Boards of Finance, a member, and yea, a leader in civic clubs, a member of county education boards, a city councilman often the mayor of his municipality, and a member of our State Board of Health. He is looked upon and consulted in every community as a live, sensible, pulsating citizen whose advice is respected, and he is ranked as a citizen of the first magnitude. Now this is as it should be yet we must press on and reach out for other honors. No man in any community is better qualified to serve as a member of the county board of health than the pharmacist. He is in touch with that phase of civic life that especially fits him for this position, and I shall not be satisfied until I see a pharmacist serving as a member of every county board of health in the State.

I recommend that the druggists in every county in the State settle upon some one man in their profession and enter him in the race for this position, and, in addition, appear before the county commissioners in behalf of their candidate.

Dr. E. V. Zoeller

The North Carolina Pharmaceutical Association occupies a most enviable position in the nation in things pharmaceutical. It is indeed fortunate in having a board of pharmacy that is ever watchful for its interests; a board that ranks high in the estimation of the National Boards of Pharmacy. It is peculiarly honored in having as a member one who has served longer as a member of a pharmacy board than any other man in the nation. This gentleman has had the high honor of serving our Board of Pharmacy as president continuously since 1894—a record unequalled anywhere. He is a man whose ability and popularity have been recognized by our University in conferring upon him the degree of Doctor of Pharmacy. He is a man honored and loved by every member of this Association—our own Dr. E. V. Zoeller.

Dean E. V. Howell—Dean J. G. Beard

During the past year pharmacy in North Carolina and in the nation has suffered a great loss in the death of our Dean of the School of Pharmacy—Dr. E. V. Howell. I am very glad to see that a movement has been started to erect a fitting memorial to his memory. This is something in which every pharmacist in the State should have a hand.

It is with great satisfaction that we have seen Dean Howell's place filled by one who is respected and loved by us all; by one well qualified to take up the work where it was left off; by one who is known wherever pharmacy is known—whose reputation extends beyond the bounds of our State into every state in the Union. He is a Tar Heel and a worker, who will fill the position with honor to our Association, to the State, and to himself. Our sincere congratulations to Dean Beard.

The State Zoned

At a meeting of the Executive Committee held during the year the State was divided into three equal sections from which the candidates for officers of our Association are to be selected. Through this zoning plan all parts of the State

will be equally represented in the selection of officers and the candidates will be so chosen that they will alternate between western, middle, and eastern North Carolina, thus eliminating all friction between the sections of the State, which to some extent has been existing heretofore.

Membership Committee

The Association is losing too many members on account of various reasons. In order to prevent this and to salvage this decrease your Executive Committee has instructed me to announce that in the future each incoming president will appoint a Membership Committee consisting of four members who shall be located in one city and as convenient to the President as possible. This committee, in conference with the President, will work out some feasible plan to reclaim this lost membership.

I recommend that this Committee be authorized.

The Cut Rate Problem

To those of us who are located where "Cut Rate Drug Stores Exist" conditions are acute. The independent druggist cannot compete successfully with them, especially the larger chain stores, because of extra concessions and free goods, and their buying power, not in reach of independents.

A movement has recently been started in California which has reached large proportions and will eventually extend all over the country to refuse display to those manufacturers whose products are drastically cut and to relegate their goods to the rear of the store, selling other profitable competing lines instead. When the manufacturer begins to feel the pull of this movement something will be done and not until then. The California action is the handwriting on the wall; it is the rising sun of a nation-wide movement of retail druggists who are at last becoming educated to what is needed, and when once aroused no power can stem the tide of their efforts against those manufacturers who refuse to give the protection that lies in their power to grant.

I, therefore, recommend that every member of this Association upon his return home throw out of his window every vestige of advertising material on those goods drastically cut—whether cut in his town or not—and refuse in the future all such advertising matter from the salesmen representing these cut rate items—and tell them why. When this movement gains nation-wide magnitude there will be no trouble to get a Capper-Kelly Bill through that has teeth in it.

Our Legal Department and the Legislature

Your Attorney and the Legislative Committee were ever alert in their efforts to prevent the passage of any bill curtailing the privileges of our members and how well they have succeeded is a matter now of history. We are to be congratulated that we are about in the same position that we were before the Legislature convened. No harmful bills were passed that will curtail our privileges.

Our ever watchful and efficient attorney, F. O. Bowman, was the man of the hour and worked unceasingly and untiringly for our every interest. No one is better qualified to know this than your president and Executive and Legislative Committees and Mr. Bowman deserves the thanks of this Association. I would also call your attention to the fact that our attorney is at your service in legal matters that concern your business at all times without charge.

Carolina Journal of Pharmacy

One of the best printed, ablest edited, and newsiest of all drug periodicals that come to my desk is the CAROLINA JOURNAL OF PHARMACY. It tells me about my fellow-druggists and what they are doing in North Carolina; and informs me about the boys that "hit the trail" on their rounds visiting the trade. These things interest me because I like them. Only one thing is lacking to make it more effective and that is to have more articles printed from the members of this Association who can write but are too—"Well, I don't know what," to send them in. Let's have several of these articles in every issue. We all like to read them. Go back home make a note of this and help the editors out.

Miss Alice Noble, the very able associate editor, has been a large factor in the success of the JOURNAL. We are indeed fortunate in being able to have the benefit of her services; we just could not get along without her.

U. N. C. School of Pharmacy

A North Carolina institution for North Carolina boys gives every inducement that any other school affords and should be patronized by young men from this State entering the profession of pharmacy. The School of Pharmacy at the State University is the child of this Association for through its efforts it was put into existence and should receive its undivided support. We can improve this school by adding new features to its curriculum from time to time as custom and occasion demands.

I recommend the appointment of a committee consisting of five members of this Association to visit annually this school of pharmacy, the group to be known as the Visiting Committee of the University of North Carolina School of Pharmacy. The duty of this committee shall be to make such recommendations as they think necessary for the good of the school.

I wish to read a letter I have just received from President Frank P. Graham of the University:

Chapel Hill, N. C.,
June 20, 1931.

To the Members of the North Carolina Pharmaceutical Association:

I wish again to thank the North Carolina Pharmaceutical Association for the high honor they did me in electing me to be an honorary member of the Association. I appreciate deeply the generous thought that prompted this election

and shall be glad to co-operate both as a member and as a citizen with the high purposes for which the Association and the Board of Pharmacy were organized. I pledge anew the enthusiastic interest and co-operation of the University of North Carolina in your purposes to promote high pharmaceutical ideals and to raise professional standards in North Carolina.

The School of Pharmacy, of which the late and deeply lamented Professor E. V. Howell was the founder and long the beloved dean, will carry on under his successor, Dean J. Grover Beard, the secretary-treasurer of your Association. In him the University and the Association are tied together in a high and devoted way. Under his leadership and with the united backing of the Association and the University, your School of Pharmacy will, from the momentum of great traditions and with the opportunities of a wide field, become more useful in North Carolina and distinguished in standards of service throughout the country.

With every good wish for a successful convention and a happy time, I am,

Sincerely yours,

(Signed) FRANK P. GRAHAM.

Traveling Men's Auxiliary

To the Traveling Men's Auxiliary we owe a debt of gratitude, for through the efforts of this group the success of our annual meetings are largely dependent. The traveling men are the disseminators of new ideas and better business methods. They tell us about all the new things to be had for our sales forces to get behind, and they keep us posted in all matters pertaining to the drug trade. We appreciate their efforts in behalf of our entertainment features. We give them here and now the glad hand and may their shadows never grow less. When they call on you professionally give them a smile and a respectful hearing.

Insurance

If there is one thing more than another that I am a crank about it is insurance, and I am not in the insurance business either. I believe that if I have anything worth insuring it should be fully covered. Therefore, I have about everything I own fully insured and I feel that it is a good investment. It is with much regret that I read occasionally in the daily press that some druggist has been burned out with little, and sometimes no insurance. Your bank will list you as a better risk if it knows you are fully insured. Your wholesaler will sell you more goods if he knows you are fully insured. Let me urge you then, if you are not covered, to attend to this matter immediately upon your return home. The unexpected always happens and it is the most comfortable feeling in the world to know when the fire bell rings that your store and stock are fully insured.

Druggists Research Bureau and Drug Store Survey

The national government has been conducting a survey of the independent drug stores for the benefit exclusively of retail druggists from the small village store to the big metropolitan drug store, and if you have followed this survey through the drug journals, you must know that a wonderful amount of work has been done for our salvation. At this time in the city of St. Louis a survey is being conducted by the Federal Department of Commerce. It is most complete in every detail and the results will be published for our benefit. Weak spots in drug store merchandising will be exposed and remedies suggested.

I, therefore, recommend that both the Druggists Research Bureau and the National Drug Store Survey be approved by this association and its publications supported—the receipts from which are used to continue the survey.

Druggists Indemnity Insurance

From the experiences of several proprietors of North Carolina drug stores with indemnity insurance policies this feature of our business seems to be a sham and delusion. When soliciting your business for this form of insurance the agents do not tell you all the facts in the case, which, if known, would lead few into taking the policies. The bare facts are these: unless the damage done is made by a registered man you cannot secure indemnity. The insurance companies take refuge behind the fact that a State law has been violated in the very first instance by having an unregistered man dispense medicines or fill prescriptions, and, therefore, refuse to entertain any claim against themselves. In order to be in a position to collect or to have the insurance company defend your suit or enter into a compromise with your claimant poisons and prescriptions must be handled exclusively either by registered men or qualified assistants. I do not believe these facts are known generally by our members and hence I am treating this subject—so be careful.

National Association of Retail Druggists

Without a national association the independent retail druggists of America would be in a helpless situation in many instances. It is the national association that holds the "big stick" when it come to influencing legislation unfavorable to our interests. It should receive support morally and financially from the rank and file of our members. It occupies the very same position in regard to our interests as the American Medical Association does to the several state medical associations and it is every bit as important.

I recommend the continuation of our association as a member.

In Conclusion

In closing my address I desire here and now to render thanks to the Local Secretary, Jas. M.

Hall, Sr., and his able assistants for their services in arranging for this meeting and for co-operating with us in making plans for our entertainment.

My duties as your president have been most pleasant by having the full co-operation of all the executives of our association, of your legal attorney, and of all the individual members with whom I have come in contact during the past year. I am appreciative of the honors you conferred upon me last year and I have endeavored to administer the affairs of this association with justice and impartiality. To my successor I promise the fullest co-operation and to the association my continued loyal support, and in the words of Tiny Tim, "God bless you every one." (Applause.)

SECRETARY BEARD: I wish to be the spokesman of this Association in thanking President Miller for his address, so filled with practical wisdom and sentiment. In accordance with the By-Laws, I shall appoint as the Committee on the President's Address Messrs. Sam E. Welfare, *Chairman*, H. M. Cooke, J. H. Best, R. P. Rogers, and E. R. Thomas.

At the fifth and final session the Committee on the President's Address made the following report:

We, your committee on the President's Address, have carefully examined same and are heartily in accord with his views and recommendations, and we especially recommend the following:

1. The importance of druggists becoming members of county boards of health.

2. The importance of druggists carrying sufficient insurance.

3. The erection of a suitable memorial for Dr. E. V. Howell.

4. The refusal of display material to be placed in our stores on products that are drastically cut.

5. We especially endorse the wonderful work done by our most able and efficient Attorney F. O. Bowman and the Legislative Committee during the longest session of the General Assembly that has ever been held.

6. We, too, appreciate and endorse the CAROLINA JOURNAL OF PHARMACY and the wonderful work of Professor J. G. Beard and Miss Alice Noble on same.

7. We especially endorse the recommendation that a committee of five be appointed from this Association to visit the University of North Carolina School of Pharmacy annually and we suggest the Board of Pharmacy as this committee.

8. We especially endorse what the President has to say with reference to the T. M. A.

9. We especially endorse the work being done by the Federal Department of Commerce in conducting a survey of retail drug stores.

Respectfully submitted,
(Signed) SAM E. WELFARE, *Chairman*,
J. H. BEST,
H. M. COOKE,
E. R. THOMAS,
RALPH P. ROGERS.

DEAN BEARD: I would like to ask that there be a change in the Visiting Committee suggested in the report of the Committee on the President's Address. The Board of Pharmacy comes to see us twice a year and makes valuable comments, suggestions, and recommendations. We want other pharmacists to visit us too, and we want these visitors to be people who are not in the habit of coming to Chapel Hill. It is embarrassing for me to make this suggestion but I do want to ask that the President appoint a committee which will be changed each year. While I am on my feet I am going to take advantage of the opportunity to say something of our hopes and aims for the School of Pharmacy at the University. President Graham stands solidly behind the School and is determined that it shall go forward as rapidly as funds and the quality of the work permit. There are three aims that the School has set for itself: (1) To serve and instruct our student body in the finest way possible; (2) To tie up the School with the State Association. Let us bear in mind that you created the School and, that your support is essential. You may not have attended the School but it is nevertheless yours, for it is not a private school, but one of the units in *your* State University. Anything that affects the School affects you in one way or the other. We want you to come and tell us how we can do better work. We want the Committee from the Association to come to Chapel Hill, take off their coats, and in a constructive way tell us how in their judgment we can improve our teaching methods so that we can turn out products that are more valuable. It is your School and it wants to help you; will you help us? The job is a big one and it will be a bigger one if you don't help us. We have a lay-out for next year that we are proud of. I am happy to announce that Mr. I. W. Rose has been added to the Faculty,

and, that Dr. H. M. Burlage, now of Purdue University, has been added to our staff. We want to tie up the School with the State Association, which created it, with the State Board of Pharmacy, and with the practicing druggists of the State. (3) After we have satisfied the two aims I have mentioned, then, and not until then, do we want to step beyond the boundaries of North Carolina and become a big school nationally. All of which is by way of explaining why I want this Visiting Committee to be a changing committee—not a committee on paper, but a committee in fact, which will visit us each year, ask questions as well as make suggestions, and then come back to this Association and let you people know how we can make the School of Pharmacy at the State University your school.

Members of the Committee on the President's Address stated that they were agreeable to the change suggested by Dean Beard and the words "and we suggest the Board of Pharmacy as this committee" were deleted from Section 7 of the report.

Upon the motion of Mr. G. K. Grantham, Sr., duly seconded, the amended report of the Committee was accepted.

At this point President Miller resumed the chair.

The report of the Secretary-Treasurer of the North Carolina Pharmaceutical Association was called for.

SECRETARY-TREASURER'S REPORT

Secretary-Treasurer Beard: I have the honor to submit in the following pages my report for the fiscal year ending June 1, 1931. As usual it is divided into two parts: (1) a summarized financial statement extracted from the full record that has been examined by the Executive Committee; and (2) a general report covering other matters affecting other features of my official duties.

FINANCIAL STATEMENT COVERING THE YEAR ENDING JUNE 1, 1931

RECEIPTS

Cash Balance from 1929-30		$2,396.43	
Securities on Hand from 1929-30		350.00	
Dues:			
Old Members	$3,853.00		
New and Life Members	417.00	4,270.00	
Registration Fees and Interest Returns		545.60	
Miscellaneous		1.00	
Total Receipts			$7,563.03

DISBURSEMENTS

Salaries:			
F. O. Bowman	$2,400.00		
J. G. Beard	500.00		
Alice Noble	1,400.00		
C. M. Andrews	50.00	$4,350.00	
Postage, Telephone and Telegrams		127.54	
Traveling Expenses:			
President Graham	3.86		
F. O. Bowman	446.96	450.82	
Printing, Engrossing and Mimeographing		71.67	
Miscellaneous:			
N. A. R. D. Dues	25.00		
Office Supplies	3.90		
H. C. Christensen Hotel Bill	23.30		
Premium on Treasurer's Bond	12.50		
Flowers	18.00		
J. M. Hall, Registration Fees	450.00		
G. O. Tripp, Expenses Clerks' Section	5.00	537.70	
Total Disbursements			$5,537.73

ON HAND

Securities	350.00	
Certificate of Interest-Bearing Deposit	$1,675.30	
Total Assets		$2,025.30

Receipted itemized vouchers authorized and audited by the Executive Committee and approved by President Miller are attached to this report. There is also attached a certificate of deposit to cover cash balance on hand.

This report has been examined, audited, and approved by the Executive Committee sitting in session June 22, 1931.

GENERAL REPORT

Proceedings

The minutes of the last meeting were printed in the CAROLINA JOURNAL OF PHARMACY for October, 1930 and mailed to every member and to other parties concerned. This Proceedings Number also carried the Constitution and By-Laws as revised at the Raleigh meeting, the report of the Secretary-Treasurer of the North Carolina Board of Pharmacy, and a list of the members of the Association, of the registered pharmacists and registered drug stores in North Carolina.

Membership

The Roll of Members on May 31, 1931, was as follows:

Regular Members	759
Associate Members	85
Charter Members	6
Life Members	31
Honorary Members	9
Total	890

On the corresponding date last year the Roll showed 900 members. This would seem to indicate that the Association suffered a net loss of 10 members during the year. As a matter of fact the situation in respect to membership is much worse than this because unless 56 members pay their dues before the Proceedings are published they must be dropped. The following figures are eloquent proof that the Association faces a steadily decreasing membership unless some drastic means are adopted to change matters. On May 31, 1931

194 members owed dues for one year amounting to	$1,425.00
126 members owed dues for two years amounting to	1,441.00
56 members owed dues for three years amounting to	1,364.50

Thus we find 376 members owing $4,230.50 as contrasted with 292 and $3,497 a year ago. It should not be forgotten that dues for the new year being payable June first the above figures changed markedly when one additional year was added to the arrearage of almost every member in the group of 376 whose accounts are unpaid. These remarks are not said in a spirit of criticism because every one realizes how difficult it is to meet payments during this period of financial stringency, but it seems well to point out obvious truths and suggests that some plan be studied by which we can, even during depression, maintain a high membership ratio. The really alarming feature of the above figures is the fact that once the average member gets more than one year behind in dues, he is very apt to stay behind and finally drops out of the organization.

The following members have died during the year:

Charles Otis Pickard, Mebane, June 21, 1930.

Eugene Sykes, Greensboro, July 31, 1930.

William Paxton Hall, Jr., Forest City, October 20, 1930.

James Edison Lytch, Lumberton, December 21, 1930.

Henry Ruffin Horne, Fayetteville, January 13, 1931.

Ernest Jerome Barker, Rowland, January 16, 1931.

Edward Vernon Howell, Chapel Hill, February 14, 1931.

Edward M. Davis, Roxboro, February 27, 1931.

Three new Life Members have been secured. They are:

Romulus Augustus Hedgepeth, Lumberton.

B. Frank Page, Raleigh.

Ernest Fletcher Robinson, Wilmington.

The following members have resigned during the year:

Robert Edward Lee Cook, Tarboro, January 3, 1931.

Buxton W. Hunter, New Bern, June 4, 1930.

L. W. Anderson, Hertford, (Associate), June 2, 1930.

The following list contains the names of 44 members who were necessarily dropped because they owed dues for three years:

Regular Members

Garland Marvin Atwater, Norfolk, Va.
Samuel Avner, Greensboro.
Holley Mackie Bell, Windsor.
Paul Clayton Brantley, Wendell.
William Green Cousins, Cramerton.
Rufus Harrison Curtis, Dillon, S. C.
Ernest Deal, Taylorsville.
R. D. Farrell, Greensboro.
H. L. Fentress, Wilmington.
Verne Rufus Fulmer, Robersonville.
Loamie Gilbert, Benson.
Sam Canady Hall, Oxford.
Reginald Hamlet, Raleigh.
Joseph Claxton Harris, Durham.
Graham Page Johnson, Elizabethtown.
Edmond DeBerry Ledbetter, Wingate.
William Polk McGraw, Norfolk, Va.

J. H. McLelland, Mooresville.
George Raymond McNeill, Whiteville.
Ernest Edwin Murchison, Rocky Mount.
John Carpenter Murphy, Charlotte.
Edwin Nowell, Greensboro.
Moses Albean Peacock, Benson.
William Clarkson Porter, Greensboro.
Charles Bais Rhinehardt, Asheville.
George Washington Carr Rush, Raleigh.
Robert Brooks Sawyer, Charlotte.
Madison Luther Shore, Raleigh.
Coley Lamb Snypes, Sanford.
William F. Strayhorn, Durham.
Walter Douglas Tennant, Asheville.
Jesse Eli Turlington, Asheville.
C. A. Walker, Asheville.
Richard Watson, Atlanta, Ga.
William Henry Wearn, Charlotte.
William Garner White, Charlotte.
Homer Edward Whitmire, Cherryfield.
William Winston Wiggins, Raleigh.
Herbert William Wohlford, Charlotte.

Associate

Renneth Clyde Calton, Nashville.
Coit Dilling, Gastonia.
Wesley J. Hickman, Lenoir.
James Henry Meyers, Saluda.
Oma M. Thompson, Winston-Salem.

The following affiliates have been added to the roll during the past year:

Regular

John Calvin Brantley, Jr., Raleigh.
Thomas Lewis Brodie, Oxford.
John Paul Burnett, Whitakers.
Milton Stanley Burt, Varina.
James Oran Cline, Lenoir.
E. O. Chandler, Leaksville.
James Beardsley Connell, Warren Plains.
Lewie Griffith Day, Spruce Pine.
Frank Wilson Dayvault, Mooresville.
Carol Mower Dennis, Shelby.
Elmer Otis Edgerton, Raleigh.
Stephen William Frontis, High Point.
Bagwell Sutton Goode, Salisbury.
John Elias Faison Hicks, Goldsboro.
Charlie Jordan James, Hillsboro.
James Kerr, Liberty.
Horace Reginald Lewis, Asheville.
Paul Love McDaniel, Goldsboro.
Robert Spencer Mills, Jr., Marion.
J. P. Norman, Yadkinville.
Joe Leak Pinnix, Kernersville.
Charles Cicero Reins, Winston-Salem.
Hershel A. Saxon, Boone.
Reuben Richard Sloan, Stony Point.
Thel Eugene Smith, Goldsboro.
James Blaine Spiggle, Draper.
Pinkney Lawson Trotter, Pilot Mountain.
Frank Day Watkins, Charlotte.
Hubert Long Walker, Greensboro.
Charles Jenkins Wartman, Henderson.
Cyrus Rankin Wheeler, Winston-Salem.
Delmar Frederick White, Mebane.
R. L. White, Leaksville.

Associate

C. J. Anderson, Highlands.
T. W. Angel, Jr., Franklin.
R. E. Betts, High Point.
R. C. Harrelson, Tabor.
Walter E. Hutchins, Winston-Salem.
William Spurgeon Johnson, Rocky Mount.
Leonard A. Rouse, Charlotte.
Harvey Simpson, High Point.

Legislation

At one time and another during the progress of this meeting mention will be made of the recent Legislature. I wish here formally but emphatically to record the fact that never in the Association's history has it worked more faithfully, intelligently and effectively to protect the interests of druggists in North Carolina than was the case during the recent long session at Raleigh. Ably captained by Mr. Bowman, to whom unstinted praise is due, our forces fought every harmful move that was attempted and simple justice demands in return for this battling a fine measure of loyalty and support on the part of North Carolina druggists.

Appreciation

I wish also to call attention to four persons in this organization who gave their utmost during the past year to make the Association a greater agency of usefulness. President Miller has rendered an unusually fine piece of service during his tenure in office. Responsive to every call, he has put into his presidential program a sympathetic attention to detail and an intelligent grasp of our problems that more than met the obligation of his office. Local Secretary B. Frank Page, at the Raleigh meeting, and the present Local Secretary James M. Hall, spent themselves freely, ably, and affably in the exacting tasks that fell to their lot. To them and to the officers of the Traveling Men's Auxiliary is due the credit of staging two worthwhile conventions in a very worthwhile way. Finally I wish to acknowledge that during the past year whatever of value was performed for the membership of this Association by the Secretary's office was due almost solely to Miss Alice Noble. Working under peculiarly trying conditions—oftentimes severely overworked—she gave a fine example of loyal service that cannot adequately be measured. If your Secretary was at times too occupied with new duties suddenly thrust upon him to meet his responsibilities to the Association capably he alone should be blamed. If on the contrary, his office carried through its program in a manner at all satisfactorily Miss Noble alone is due the credit.

Results of Mail Balloting

Within twenty-four hours after the Raleigh meeting adjourned all voting sheets had been mailed

out to the members that listed the nominees for the various elective offices in the Association. These ballots were returned by the members to President Miller and in thirty days the Canvassing Committee composed of Messrs. G. W. Waters, *Chairman*, W. T. Andrews, and J. T. Vinson had counted the votes and announced the following results: *For President*, T. A. Walker, of Charlotte; *First Vice-President*, G. A. Iseley, of Raleigh; *Second Vice-President*, A. E. Weatherley, of Greensboro; *Third Vice-President*, Paul Webb, Sr., of Shelby; *Secretary-Treasurer*, J. G. Beard, of Chapel Hill. *Members of the Executive Committee:* For 3-yr. term, Warren W. Horne, of Fayetteville; For 2-yr. term, C. L. Eubanks, of Chapel Hill; For 1-yr. term, G. K. Grantham, Sr., of Dunn.

In connection with mail balloting it should be remembered by the Nominating Committee that in accordance with a motion passed at the Raleigh meeting last year the State has been divided by the Executive Committee into three zones designated Western, Central, and Eastern Zones respectively. The Western Zone takes in all counties west of and including Surry, Yadkin, Davie, Iredell, Cabarrus and Mecklenburg. The Eastern Zone includes those counties between the Western group and terminating with Vance, Granville, Durham, Chatham, Lee, Hoke, and Robeson. The Eastern Zone includes all other counties to the Atlantic Seaboard. Nominees for each group of officers must come from the same zone, and there shall be a regular rotation of choices each year. That is to say, if the Western Zone were this year selected for the presidential nominees, the Central Zone would get the presidency next year, and the Eastern Zone the following year. In this way every section of the State will be represented once in each triennium by having one of its druggists as the president of the Association.

Change in By-Laws

I wish to recommend that Article II, Section 2, of the By-Laws be amended by adding at the end of the present sentence: "In case of the death, resignation, removal from the State, or disability of any officer or member of the Executive Committee the Executive Committee shall be empowered to fill the vacancy and the person so elected shall serve until his successor has been regularly elected and qualified."

Board of Pharmacy Appointment

Following the usual custom, I notified his Excellency Governor O. Max Gardner of the election by the Association of Mr. Walter Lee Moose, of Albemarle, as a member of the North Carolina Board of Pharmacy, succeeding Mr. C. P. Greyer, of Morganton. In accordance with this request the Governor commissioned Mr. Moose as an examiner for a term of five years beginning April 28, 1931.

Conclusion

In conclusion I wish to thank the Association for the support given me during the past year and for the confidence it reposed in me; to thank personally every member of the organization who in any manner co-operated in the duties of my office.

Respectfully submitted,
(Signed) J. G. BEARD,
Secretary-Treasurer.

(Applause.)

SECRETARY BEARD: My report recommends an amendment to Article II, Section 2, of the By-Laws by adding at the end of the present sentence the following:

In case of the death, resignation, removal from the State, or disability of any officer or member of the Executive Committee, the Executive Committee shall be empowered to fill the vacancy and the person so elected shall serve until his successor has been regularly elected and qualified.

I move that this amendment be adopted.

Mr. R. R. Copeland seconded the motion, and it was carried.

Upon the motion of Mr. S. E. Welfare, duly seconded, the report of Secretary-Treasurer Beard was accepted with a rising vote of thanks.

MR. WARREN W. HORNE: In connection with the report of the Secretary-Treasurer. At the Raleigh meeting in 1930 the Association pledged itself to support the National Association of Pharmaceutical Association Secretaries. It happens that at the next meeting of this body in Miami in July our own secretary-treasurer will preside over the sessions as president. In recognition of this honor and in appreciation of the fine services that Secretary Beard has rendered to our Association I move that his expenses be paid to the Miami meeting.

Mr. Welfare seconded the motion and it was passed.

President Miller next called for the Report of the Executive Committee.

REPORT OF THE EXECUTIVE COMMITTEE

The First or Re-Organization Meeting

The new Executive Committee met in the Sir Walter Hotel immediately following the adjournment of the last general session of the fifty-first annual meeting with the following members present: Messrs. C. B. Miller, G. A. Iseley, J. C. Brantley, Warren W. Horne, J. A. Goode and J. G. Beard. President Miller was made chairman of the committee and Mr. Beard was made Secretary. A budget for the following year

was prepared that follows almost exactly the budget for the year just ended. Secretary Beard was authorized to communicate with the Executive Committee if any expenses developed not included in the budget planned. Contracts with Attorney Bowman and Miss Noble were renewed under the same terms and conditions that obtained the previous year, it being understood that Mr. Bowman would make the canvassing trip for dues, new members, etc. Mr. C. M. Andrews was re-elected Assistant Secretary-Treasurer. The election of a Local Secretary was delayed until the next meeting of the Committee. Secretary Beard was authorized to prepare two zoning plans for dividing the State into three sections and to submit his plan to the next meeting of the Committee. The Secretary was further requested to get into correspondence with insurance companies asking them to send representatives to the next meeting of the Executive Committee in order that full information might be obtained concerning the advisability of the Association's adopting a plan of group insurance for its members. The Secretary was authorized to call a meeting of the Executive Committee some time in late October or early November. The meeting then adjourned.

The Second Meeting

The second meeting of the Executive Committee was held in the Sir Walter Hotel in Raleigh at eleven o'clock on the morning of October twenty-first with the following members present: Messrs. Miller, Hood, Iseley, Beard, Brantley and Goode. After extended deliberation the Committee voted.

(a) To fix the dates of the next annual meeting as June 23-25, 1931.

(b) Elected Mr. J. M. Hall, Sr., of Wilmington, Local Secretary.

(c) Selected the Oceanic Hotel as Official Headquarters.

(d) Decided it would be useless to proceed further in the investigation of some form of blanket insurance coverage for the Association membership in view of the fact that it is now illegal in North Carolina for group insurance to be written when there is not a true relationship existing between employer and employee. The Association not being an employer of its membership it cannot obtain any sort of satisfactory group coverage.

(e) It was felt unwise to take any action on the resignation of Mr. T. A. Walker as President-elect. It was instead the consensus of opinion that Mr. Walker's resignation be read when the newly elected officers are installed at Wrightsville and that there then be an automatic promotion of vice-presidents up one grade.

(f) As instructed by the last convention the Committee divided the State into three zones designated respectively as Western, Central, and Eastern, the basis of division being on the number of registered pharmacists in each section. The Committee instructed the Secretary to give full publicity to the zoning arrangement through the CAROLINA JOURNAL OF PHARMACY.

Informal Meeting

During the early days of the Legislature the Executive and Legislative Committees met together at the Sir Walter Hotel in Raleigh to discuss in an informal way the various legislative activities of the Association. Since this meeting represented a coming together in an unorganized way of two groups for purposes of counsel it may not be considered as a formal official meeting of the Executive Committee and hence there is no report to be made of it.

Final Meeting

The third and final meeting of the Executive Committee was held in the Oceanic Hotel on Monday evening, June twenty-second, at eight o'clock with the following members present: Messrs. Miller, Hood, Horne, Goode, and Beard.

The program of the meeting was formally passed upon; the registration fee of $1.00 was again fixed as the amount each convention participant should pay; it was ruled that members of the Traveling Men's Auxiliary would not be expected to pay the registration fee; Local Secretary Hall made general announcements concerning the meeting; Vice-President Iseley's resignation was read; methods of filling President-elect Walker's and Vice-President Iseley's places were disposed of; and finally the report of the Secretary-Treasurer was examined, audited and approved. The meeting adjourned.

Respectfully submitted,
(Signed) J. G. BEARD,
Secretary.

Upon the motion of Mr. J. P. Stowe the report of the Executive Committee was accepted with thanks.

Secretary Beard called attention to the fact that Mr. T. A. Walker, of Charlotte, for excellent personal reasons, had tendered his resignation as president for the year 1931-32, and that Mr. G. A. Iseley, of Raleigh, had written that he would be unable to serve as first vice-president, because he had disposed of his drug business and because his duties as mayor of the city of Raleigh would demand his entire attention. The Secretary mentioned that the Executive Committee had been empowered to fill these vacancies, but stated that the Committee desired the members to express their preferences by an election from the floor, and promised that such choices would be ratified by the executive group. Secretary Beard then made a motion that such an election be made the first order of business at the Wednesday morning session.

The motion was carried.

President Miller asked that all resolutions be submitted in writing to Chairman J. A. Goode, of the Resolutions Committee, for presentation before the Association.

The annual report of the Secretary-Treasurer of the North Carolina Board of Pharmacy was called for.

The report was read by Secretary-Treasurer F. W. Hancock and will be found in a later section of the Proceedings devoted to the Board of Pharmacy.

Upon motion the report was accepted.

Upon motion of Mr. J. A. Goode the meeting adjourned.

SECOND SESSION

The second session of the convention was called to order by President Miller at 8:00 o'clock on Monday evening.

There was first presented a sound motion picture, entitled, "Fountain Service," shown through the courtesy of the Coca-Cola Co. The four reels demonstrated in detail the correct methods of approaching and serving customers, as well as how the most efficient fountain service may be obtained. The care of the soda fountain was taken up and the proper making of fountain drinks was demonstrated. The three principles of fountain service are (1) cleanliness, (2) proper dispensing, and (3) personal courtesy and politeness to customers. The picture was shown by Mr. H. C. Neil, District Manager of the Coca-Cola Co.

A moving picture film was then shown by Mr. George Clark, of the Canada Dry Company. The picture told how the various products of the Company are manufactured and demonstrated the intricate processes and elaborate machinery required before the finished product is ready for sale.

President Miller expressed the appreciation of the Association to the Coca-Cola Company and the Canada Dry Co. for giving the delegates the opportunity to enjoy the two films and to Messrs. Neil and Clark for projecting them.

There being no further business scheduled for the session the meeting adjourned.

THIRD SESSION

The third session of the North Carolina Pharmaceutical Association was called to order by President Miller at 10:00 o'clock on Wednesday morning, June 24.

The Secretary read telegrams from Messrs. Fleet H. Scroggs, of Franklin, and Chas. R. Thomas, of Thomasville, conveying best wishes for a successful meeting and expressing regret over their inability to be present; and also telegrams from the Texas and Virginia Pharmaceutical Associations extending fraternal greetings. The Secretary stated that he had taken the liberty of sending a night letter of congratulations for the Association to the Virginia organization on the occasion of its fiftieth anniversary. Secretary Beard finally read a letter from the Rhode Island Association appointing Mr. Nicholas F. Reiner, formerly of that State, as the official representative.

Mr. Sam E. Welfare was asked to escort Dr. Robert J. Ruth to the hall, and upon his return with the speaker President Miller requested Secretary Beard to present Dr. Ruth to the audience.

SECRETARY BEARD: *Gentlemen of the convention:* It is a real imposition to ask the speaker to do the thing he is expected to do. He is quite ill with malaria and is under a physician's care. The speaker in question is best known to pharmacists over the country as the founder of National Pharmacy Week. His suggestion for National Pharmacy Week has spread until now the movement is international. Dr. Robert J. Ruth, the man I am referring to, is the National Chairman of the Pharmacy Week Executive Committee. He and he alone has had charge of arrangements for Pharmacy Week since the first annual observance in 1925. This is a service he performs gratuitously, but he also has a job with E. R. Squibb and Sons as Chief of the Pharmaceutical Division. We are extremely glad to have him with us; we are very sorry that he is sick; and we hope that he will soon be better. I now take great pleasure in introducing to you, Dr. Robert J. Ruth. (Applause.)

Dr. Ruth chose as his subject, "Selling Professional Service." The address appeared in full in the August issue of the CAROLINA JOURNAL OF PHARMACY.

At the conclusion of the address President Miller expressed the thanks of the Associa-

tion to Dr. Ruth for presenting the helpful message, and also extended the sympathy of the members in his illness.

Secretary Beard stated that the Traveling Men's Auxiliary would have its meeting at twelve o'clock that morning and the members had requested that their part of the Commercial Clinic be held at once in order that it might be concluded before the hour for the Auxiliary meeting.

The request was granted.

President Miller first called upon Mr. John K. Civil, Chairman of the T. M. A. Committee for the Commercial Clinic.

RETAIL DRUG CLERKS SELLING CLUB*

By John K. Civil

Mr. Civil stated that the retail druggists of Charlotte recently formed what they called "The Retail Drug Clerks Selling Club.". The meetings are held once a month at a luncheon, at which time clerks and proprietors meet to discuss matters of mutual interest and ways to make better salesmen of both clerks and proprietors. A good merchandising expert gives a talk at each meeting. The organization has proved of both commercial and social value.

Mr. J. P. Stowe: When the retail drug clerks selling club was formed we also took occasion to re-organize the Charlotte Retail Druggists Association. This group meets one day in each month. At times we feel that there are matters upon which we, as an organization, should take a stand. If there are complaints about matters affecting the drug business, we feel it wise to discuss such matters among ourselves. A complaint voiced by the organization as a whole has more weight with the public than the opinions expressed by separate individuals. In the organization of the Club and the Association a great deal of credit is due to Mr. Walter Scott. He put the idea of the Selling Club across by giving a dinner and after the Clerks were organized, the older association was re-formed.

* This paper will be printed in full in an early issue of the Carolina Journal of Pharmacy.

President Miller complimented the two Charlotte organizations on the work they had inaugurated.

Mr. Sterling L. Hubbard was called upon to make a talk on "Candy."

CANDY*

By Sterling L. Hubbard

Mr. Hubbard made a number of suggestions about the handling of candy in hot weather. The subject of refrigeration was discussed. "Less candy goes bad when displayed loosely on top of cases than when in a case without proper refrigeration." In hot weather candy should be ordered in minimum shipments and often. "Loose" displays were taken up and suggestions for the arrangement of candy dealt with. In conclusion, the speaker pointed out the valuable aid of candy to digestion.

At the conclusion of the talk the members asked Mr. Hubbard numerous questions about the proper handling of candy. It was suggested that it is a good idea to use dummy boxes of candy in the show cases, while the filled boxes should be arranged on top in such a way that the air may pass through and around the display. When mechanical refrigeration is not available a fairly constant temperature may be obtained by putting in the same amount of ice in the ice chamber each morning, removing the remnant from the day before. It is better, however, to arrange the candy on top of the case in such a way as to permit a free circulation of air about the display.

Mr. N. F. Reiner was called upon to talk about "Insurance."

Mr. Reiner spoke briefly of the importance of carrying a full coverage of fire insurance. He pointed out that in a year 1,500 drug stores had fires, ten per cent. of them being totally destroyed.

President Miller thanked Mr. Civil and the T. M. A. for their interesting program.

Secretary Beard: We have forgotten that the first order of business this morning should have been the election from the floor of a president and a first vice-president for the coming year. May I remind you that the

Executive Committee is empowered to fill such vacancies, but it prefers that you make known your preferences through an election at this session, and it promises to ratify the choices that you make. I move that the election of such officers be made the next order of business.

The motion was carried.

MR. STOWE: I wish to place a man in nomination for president, but before doing so I want to state the reasons why Mr. Walker felt it necessary to decline the office. (Mr. Stowe then explained why Mr. Walker felt that a severe illness several years ago made it necessary for him to decline all public offices.) This Association has no more loyal member in the entire State than Mr. Walker. No one takes a greater interest in the organization and he is ready to give it his financial support at all times. Mr. Walker appreciates the honor you bestowed upon him and regrets that he will be unable to serve. His resignation brings about a situation that was explained to you yesterday. Mr. Walker was elected by mail ballot in accordance with the zoning plan. I do not think, however, that zones should have any bearing in choosing his successor. In a case of this kind it is my opinion that the office should fall to the first vice-president. In this particular instance the first vice-president is unable to serve, and I personally feel that the office of president for the coming year should be given to the second vice-president. I am, therefore, going to place in nomination Mr. A. E. Weatherly. It seems unnecessary for me to tell you who Mr. Weatherly is. He is one of the outstanding younger druggists in North Carolina. He is always interested in and loyal to the Association. No better man could be offered.

Mr. Welfare seconded the nomination; the nominations were ordered closed; and Mr. Weatherly was elected by a rising vote.

Nominations for First Vice President were called for.

Mr. Horne nominated Mr. Paul Webb, Sr., as First Vice-President; the nomination was seconded by Mr. C. C. Fordham, Sr.; and Mr. Webb was duly elected.

President Miller called for nominations for Second Vice-President.

MR. FORDHAM: I suggest that it is in order to elect the Second Vice-President from the eastern part of the State. With this in view I would like to place in nomination Mr. J. C. Hood, of Kinston.

Mr. Hancock seconded the nomination and Mr. Hood was duly elected as Second Vice-President.

The President called for nominations for Third Vice-President.

Upon the nomination of Mr. J. A. Goode, duly seconded by Mr. Civil, Mr. J. M. Hall, Sr., of Wilmington, was elected Third Vice-President.

The President asked the Secretary to cast the ballot of the Association for the officers just elected.

The Secretary duly cast the ballot.

(A meeting of the Executive Committee was held immediately following the adjournment of the Wednesday morning session and the above choices for officers were ratified.)

COMMERCIAL CLINIC

PRESIDENT MILLER: The next order of business is the Commercial Clinic. We will be glad to hear from Mr. W. C. Ferrell.

HOW CAN A DRUG STORE IN A SMALL TOWN INCREASE ITS BUSINESS?*

By W. C. FERRELL

Mr. Ferrell outlined his experiences in Nashville, N. C., a town with a population of 1,200, and on a hard surfaced road between two cities with over 25,000 people. One of the main problems of any merchant is, "What shall I buy and how much?" "We should organize our buying and we should buy standard merchandise." Displays are important and money invested in regular advertisements is well spent. Special sales are of advantage. The prescription side of the business should be emphasized. The speaker further stated that he had increased his business by (1) By cutting down overhead expenses; (2) By watching the

* This address will be printed in full in an early issue of the CAROLINA JOURNAL OF PHARMACY.

small leaks; (3) By prompt, courteous attention to all customers; (4) By promptly filling and delivering all prescriptions; and (5) By clearing up all bad accounts.

The delegates were greatly interested in Mr. Ferrell's talk and at its conclusion a number of questions were asked, particularly about his methods of advertising.

President Miller next called upon Mr. W. L. Moose for a talk on "Biologicals."

BIOLOGICALS

By W. L. Moose

Mr. Moose pointed out how the biological business could be made a profitable line as well as prove an excellent advertisement for the professional side of a drug store. A particular clerk should be designated to keep this stock up. Great care should be taken to keep biologicals properly. Adequate refrigeration is an important factor. Each community presents certain problems of stock; each druggist should learn which items are used in his town and which manufacturer is preferred. The prejudices and choices of the customers must be catered to.

President Miller asked Mr. J. A. Goode to speak on "How to Meet the Cut Rate Proposition." (Applause.)

HOW TO PAY THE RENT

By J. A. Goode

Mr. Goode said that he was going to talk about "How to pay the rent." The cut-rate proposition is rather like the conquest of a few hunters over a large herd of buffaloes. The handful of men scared the buffaloes so badly that they yielded ground and ran away. Whereas, if the buffaloes had stood their ground they could have killed the hunters very quickly. The speaker stated that three years ago he had made an address which presented his sincere convictions at that time. It was entitled, "Shall the Chain Store be Allowed to Destroy the Opportunity of Future Generations, Make Paupers of the Wage-Earner and Bankrupts of the Merchant, Farmer, Banker, and Property Owner of Today?" Since that time many of his opinions had been changed. New conditions must be met. There is a certain volume of business necessary in a drug store for its existence. We are going to have to go out and get more volume for our drug stores. He predicted that in ten years only those drug stores doing a volume of business of not less than $75,000 will be in the picture. Cut prices must be met with cut prices. Let some things go at cost. Some items must be sold for the good-will the sales create; because they get customers into the store. Mr. Goode stated that during the past six months his business had enjoyed a monthly increase in gross sales of from 8 to 24 per cent. The store had employed a specialist in advertising and in displaying the stock. Announcements are carried twice a week in the local papers. Cash prices are as low as the *advertised* prices of competitors. When purchases are made on the cash and carry plan Mr. Goode meets absolutely the slashed prices of his competitors. The store keeps itself posted on the prices of competitors. If the purchase is charged ten per cent. is added to the cash price. If the customer wants the purchase delivered there is another charge of ten cents added. All bills must be met by the fifth of the month to insure further credit. Concluding Mr. Goode said, "The chains have much more to fear from the live-wire retailer than the retailers have to fear from the chains."

At the conclusion of this talk there was an extended discussion of cut prices and the members asked Mr. Goode many questions concerning the operation of his new plan. Messrs. C. P. Harper, P. H. Thompson, F. S. Duffy, E. R. Thomas, E. P. Crawford, and others participated in the debate. Mr. Harper felt sure that it did not pay druggists to cut in small towns as the small increase in volumes of sales did not bring a sufficient increase in profits. He advocated light buying, and advised taking advantage of all discounts. In conclusion, he told how he had found it advantageous to buy from certain New York and Baltimore distributors. Mr. Goode answered all questions asked him, and in conclusion said: "I think the independent retailer can meet the competition of the cut-rate stores. I have been telling you of what I had to do to meet this competition. My remarks cover only the first six

months of this year; next year I hope to have a report of twelve months."

At this point the meeting was turned over to the Section on Practical Pharmacy and Dispensing under the Chairmanship of Mr. I. W. Rose.

SECTION ON PRACTICAL PHARMACY AND DISPENSING

The first order of business was the address of the Chairman.

CHAIRMAN ROSE'S ADDRESS

CHAIRMAN ROSE: *Mr. President and Members of the North Carolina Pharmaceutical Association:*

Last year at Raleigh Chairman Jacobs of the Old Scientific Committee, recommended a change in the name of his group to the present Committee on Practical Pharmacy and Dispensing. He further suggested that there be included an annual report on pharmaceutical research completed and in progress in the State, especially at the School of Pharmacy at the State University. The recommendation and suggestion were made with the hope of stimulating more interest in the work of this Committee.

The efforts of your committee this year have been much less fruitful than was hoped for. However there have been some results. Mr. Jacobs reported last year that in six years there had been only two papers by members engaged in retail pharmacy. We have at least one more to add at this time, as well as a report on pharmaceutical research. We are hoping several others will be brought to this meeting; if not, we can at least have interesting discussions.

A natural interest among retail pharmacists should exist in the work of this committee for it is concerned with that part of their business without which they cannot lay claim even to the name "Drug Store." The pharmacist of today has a much greater opportunity than ever before to enrich and extend his store of knowledge. He must, therefore, accept his responsibility and share in the elevation of standards along all lines. He is being forced to consider his own calling more from its professional and scientific standpoint.

No doubt most of you have met with a number of problems in your dispensing departments and have found some sort of solution for them. There is nothing more satisfying than to find a better way to do things. If yours is a better way I should like to have it. If mine is better you are welcome to it. Practical application of our knowledge is its only use.

As a means of improving prescription business I am tempted to suggest the organization of a U. S. P. and N. F. Committee in our Association to co-operate with a like committee of the N.A.R.D. Literature containing much information may be obtained which, if distributed more generally, might prove of much value. If the individual druggist in his own community can be induced to contact physicians in his own locality at frequent and regular intervals on such preparations as he can prepare in his own store there is no good reason why he should not meet with success. Concrete evidence of ability as a pharmacist will certainly be recognized.

As a further means of helping ourselves and those to follow us, I believe we need to regard our profession constantly with proper honor and respect. If we permit ourselves to speak loosely concerning it we suffer in the opinion of the public and in the morale of the young men who must later take our places. (Applause.)

Chairman Rose called on Mr. A. C. Cecil for a paper on "Dispensing."

DISPENSING*

By A. C. CECIL

The paper set forth a few of the methods employed in the prescription department of the writer. Mr. Cecil considers his prescription department the most important one in the store; the feeling "is prompted by the fact that it is the most profitable." Every piece of advertising carries something about the prescription department. The building, maintaining, and the profitable operation of a prescription department resolves itself into five important factors: (1) Proper advertising; (2) Maintaining a cordial relationship with the doctors, and refraining as far as possible from counter prescribing; (3) The economical filling of prescriptions; (4) Prompt filling and delivering of prescriptions; and (5) Neatness.

Chairman Rose called on Mr. S. E. Welfare for a paper on "The Corner Drug Store."

Before reading the paper, Mr. Welfare paid tribute to the services of Dean J. G. Beard to the Association, and especially to the School of Pharmacy at the State University, and moved that the Association express its appreciation to Dean Beard by a rising vote of thanks.

The motion was passed amid considerable applause.

* This paper will be printed in full in an early issue of the CAROLINA JOURNAL OF PHARMACY.

THE CORNER DRUG STORE*

By S. E. Welfare

Mr. Welfare emphasized the responsibility of all pharmacists to heighten the "repute and prestige of their old and admirable profession." The pharmacist from early times has been the right hand of the physician. "Medicine as a profession would be fairly impotent without pharmacy." The prescription department should express dignity. The community is dependent upon the corner drug store. The future of the pharmacist depends on the pharmacist; he should strive to raise the standards of his profession.

Chairman Rose next called upon Dr. E. V. Zoeller.

Dr. Zoeller spoke very briefly on the desirability of druggists preparing certain pharmaceuticals themselves, rather than selling those now appearing under "fancy names." They can be made in almost the time it takes to fill a prescription. "You would be better off because your prescriptions would always be alike." The practice would also be advantageous from an economic standpoint. He spoke of the difficulty of purchasing certain crude drugs and rare pharmaceuticals and chemicals.

Dean Beard offered the services of the University, and particularly the aid of the School of Pharmacy Faculty, in assisting druggists in research work or in any other way that might be helpful.

Chairman Rose stated that he had a number of prescriptions, which he believed would be interesting for discussion, but owing to the lateness of the hour he thought it best to postpone this feature. He also read by title a paper by Professor M. L. Jacobs outlining "Some Research Problems Dealt with at the University of North Carolina School of Pharmacy During the Past Year." (The paper gave a resumé of some of the research work done at the University. It called attention to the following problems: (1) The preparation of synthetic camphor and a study of its stability in pharmaceutical preparations; (2) A determination of the caffeine content of various brands of tea and coffee; (3) A study of the effect of certain preservatives on the physical and chemical tests as applied to normal and abnormal urine; and (4) A study of the antiseptic properties of Mercurochrome preparations as compared to Iodine preparations.)

President Miller thanked Chairman Rose for the interesting program he had presented for the Section.

The report of the Papers and Queries Committee was called for.

Chairman Cecil stated that the program of this Committee had been incorporated in that of the Commercial Clinic and the Section on Practical Pharmacy and Dispensing.

At this point the Secretary read a telegram from Federal Collector Gilliam Grissom, Druggist, sending greetings to the Association as well as expressing thanks for the coöperation druggists had given his office, asking for its continuance, and emphasizing his desire to be of service to every pharmacist.

Secretary Beard called attention to the fact that Mr. William Niestlie, of Wilmington, was prevented by illness from attending the meeting. He paid tribute to his long and loyal service to the Association, mentioned his yearly custom of sending a basket of Venus Fly Traps to the convention for the pleasure of the members, and made a motion that a message be sent to Mr. Niestlie expressing the love of the members and their sympathy over his illness.

Mr. Horne seconded the motion and it was carried.

Upon the motion of Mr. F. W. Hancock, duly seconded, the meeting adjourned.

FOURTH SESSION

The fourth session was called to order by President Miller at 3:00 o'clock Wednesday afternoon.

President Miller called upon Secretary Beard to introduce the first speaker of the afternoon.

In a few well chosen words the Secretary presented Mr. Edward P. Minogue, of Charlotte, Assistant District Manager of the U. S. Bureau of Foreign and Domestic Commerce.

* This paper will be published in full in an early issue of the Carolina Journal of Pharmacy.

MR. EDWARD P. MINOGUE'S ADDRESS

Mr. Minogue chose for his subject, "Facts for the Drug Industry." He declared that it is the alert merchant who wins success, and the complacent one who arrives at the bitter conclusion that unfair competition is responsible for conditions which force him to discontinue business. The speaker contrasted drug stores of sixty years ago with those of today. Original and thoughtful merchants are at all times devising ways of improving their merchandising methods. The first active step in carrying out the scientific study of drug store merchandising methods is now under way in St. Louis and is being undertaken by the Bureau of Foreign and Domestic Commerce in coöperation with the National Drug Store Survey Committee. The survey will undertake to establish correct principles of operation and the most efficient methods of drug store merchandising. It hopes to make a contribution to the improvement of American business in two ways: (1) It will encourage greater efficiency in the processes of the individual business units; (2) it should form the basis for an improved trade consciousness and trade coöperation between all factors interested in moving merchandise through the retail drug store.

President Miller expressed the appreciation of the Association to Mr. Minogue for his address.

The Report of Attorney F. O. Bowman was next called for.

ATTORNEY BOWMAN'S REPORT

Mr. President, and Members of the North Carolina Pharmaceutical Association:

I have the honor to submit at this time my Eleventh Annual Report as General Attorney for your Association.

The Report consists of:

First: A brief statement of the routine work carried on by me during the past fiscal year, with particular reference to the Association trip made last summer and fall collecting dues, obtaining new members, and for the further purpose of undertaking to carry the work and problems of the Association personally to its members; and,

Second: An account of the Legislature and the legislative work during the turbulent 1931 General Assembly, which was in session 141 days, convening on January 7 and adjourning on May 27, only four weeks ago, together with a review of the measures introduced and considered at the Legislature affecting the retail drug business and the pharmacists of the State.

Routine Work

In the first place, I have been away from home and, therefore, absent from my office more than seven of the twelve months of the year, in the interest of the Association and engaged in its work (1) on the two months' dues collecting and good will trip; (2) on several trips to different parts of the State in the campaign to get the best men available elected to the Legislature and in interviewing them on legislative matters after they had been elected; and (3) on the ground at Raleigh throughout the entire session of the General Assembly representing the Association and working to protect the interests of its members.

Despite this fact, however, I have managed in some way to carry on as heretofore, and to keep abreast in a fairly satisfactory manner with the routine work that has come to my office daily, the nature of which and with which the members of the Association certainly should be entirely familiar by this time. At times, quite naturally, there have been delays in responding to the many inquiries coming to me and the demands upon me for this, that, and the other thing. However, in time and as soon as it could be done all such matters received my best effort and consideration.

Summer Trip

At the request of the Executive Committee, I again made a canvass of the drug stores of the State last summer and fall for the purpose of getting new members, collecting dues, and endeavoring by personal contact to establish a closer co-operation and deeper understanding of the problems of the Association in its endeavor to function adequately for its membership. I was engaged in this work sixty-days, secured thirty-seven new members, together with two Life Memberships, succeeded in reinstating several who, no doubt, would have allowed their memberships to lapse without the personal visit, and collected Three Thousand Three Hundred and Fifty ($3,350.00) Dollars in dues. While both the number of new members obtained and the amount of dues collected fell short from twelve to fifteen per cent, compared with the results of this trip in previous years, I am happy to state, and it should be gratifying to all, that this delinquency was found not to be due to any grievance or criticism of the Association or its work, but instead was due to poor business conditions; and, therefore, many of our members though willing and seemingly anxious to pay their dues simply had to forego this desire on their part until some future time when better business prevailed.

Legislative Work

Before entering into a discussion of the legislative work and into the attempt I shall make to tell you something of what happened at Raleigh, I wish it were possible to picture to you the entire legislative scene as it was enacted, and to describe in detail the multitudinous transactions and activities that actually took place. For only with such a background as this, would it be possible for those of you who were removed from the legislative arena to appreciate fully just what really transpired and the strenuous work and trying experiences those fighting for your cause endured. Lack of time, however, coupled with the desire not to try your patience, compel me to observe brevity and deal merely with the events and happenings thought to be of especial interest to you.

To begin with, the 1931 General Assembly was one of the most extraordinary law-making bodies ever to assemble at Raleigh. Its membership was composed largely of new and inexperienced legislators, and unquestionably these untried solons were confronted with the most acute and serious tax problems ever faced by a North Carolina Legislature.

Even prior to the June primary of a year ago, with the State's revenue falling far short of contemplated collections under the 1929 Revenue Act which necessitated a flat reduction of twenty per cent, in all 1929 appropriations for the second year of the biennium, the danger of the adoption of some sort of sales tax program, most likely the so-called luxury tax plan, considered ruinous by druggists and the other businesses and industries of the State, already had been apprehended, and our own organization along with practically all other trade organizations launched wholeheartedly into a campaign to get the best men available who were favorable to our interests in the respective counties of the State to become candidates for the General Assembly and to get them nominated and elected after they had entered the race.

On the other side of the scene, Tax Relief Associations and Taxpayers Leagues had been formed in a large number of counties for the purpose of obtaining relief from land taxes at any cost. The leaders in this movement, many of whom were either large land and property owners themselves or who represented big corporations with extensive land holdings, were advocating the adoption of the sales tax as the proper means to provide the revenue needed to bring about the ad valorem tax reduction demanded, and these organizations and these leaders were expending every means at their command to send to Raleigh men of their choice who would undertake, at least, to effectuate the proposed sales tax program. Thus the issue of the campaign was drawn, with the result that Industrial Piedmont North Carolina elected almost to a man candidates opposed to a sales tax in any form, whereas Agricultural Eastern North Carolina with a few notable exceptions of which New Hanover County is one, together with some of the western counties, elected men who stood solidly for the adoption of a sales tax program, and preferably for the so-called luxury tax plan.

In view of the situation described, with the issue on the tax problem, the paramount question to be determined, so decidedly and acutely drawn, but along with the many other perplexing situations including many economy measures with which it had to deal, and considering the conflicting interests involved, one can to some extent begin to realize what made the 1931 General Assembly the most unusual law-making body the State has ever had, and to understand in some degree why it continued in session eighty-one days longer than the Constitutional sixty-day term, making it the longest session in history.

Measures Affecting Retail Druggists

Long before the convening of the Legislature, it became apparent to some of us, at least, that the members of our organization were going to have trouble aplenty, aside from the big fight ahead of us if we were to keep from being taxed completely out of business. In fact, this situation was emphasized in my Annual Report at the Raleigh Convention last August. But for some reason little consideration was given the recommendations made and no action whatever was taken in regard thereto, the officers of the Association and myself being left to work out of the pinch the best we could as the different proposals were offered.

Here, let me say that I went to Raleigh on January 6, the day before the Legislature convened, established and maintained headquarters at the Sir Walter Hoted throughout the entire session; attended every legislative meeting but one and examined every bill introduced; kept the officers of the Association, both the Executive and the Legislaive Committees, together with the Board of Pharmacy advised concerning all bills submitted affecting the drug business and the pharmacists of the State, and called them to Raleigh whenever in my opinion the exigencies of the situation demanded. In response to these calls they made frequent trips to Raleigh for the purpose of giving counsel and helping to overcome the difficulties with which we found ourselves confronted many times.

In reviewing the measures that were considered directly affecting you, as retail druggists, I shall furnish no more than is required to point out the additions to and the changes in existing laws, and to bring to your attention the measures submitted that failed of passage. Of the number of bills introduced falling in this class, other than revenue measures to be discussed later in the report, only two were enacted into law, the remaining ones either failing to survive the respective committees to which they were referred or were withdrawn by their introducers.

Military Service Law

The Military Service Law—Senate Bill 163, An Act to permit certain persons who entered the

military service of the United States and who were at that time qualified to stand the examination to practice pharmacy to now stand such examination, was introduced by Senator Hardy of Lenoir County at the instance of the local Posts of the American Legion of his district. The purpose of the bill was and its effect is simply to eliminate the college attendance prerequisite for the men who were qualified to take the State Board of Pharmacy Examination in 1917, but who were prevented from taking it at that time on account of military service, and to permit them to take the examination now without the college attendance requirement.

An attempt was made to rush this bill through before an opportunity was had to examine its provisions and without a hearing before the Senate Health Committee to which it was referred. However, after it had been reported favorably by this Committee and was up for its second reading in the Senate we had it re-referred to the same Committee and there amended so as to meet the approval of our Board and the officers of the Association, and in the following manner: (1) To provido that all applications for examination under this act shall be made and the examination given within twenty-four months from the date of the ratification of the act, which was March 16, 1931; and (2) That all such applicants shall have been engaged in the practice of pharmacy for a period of not less than five years since leaving the military service, and that the act shall apply only to legal residents of North Carolina at the time of their entrance into said military service. This Act was published in full in the April Issue of the CAROLINA JOURNAL OF PHARMACY.

Hypnotic Drugs Law

The Hypnotic Drugs Law—House Bill 692—An Act to prohibit the sale of Hypnotic Drugs in North Carolina, was introduced by Representative Ruffin of Bertie County, a physician, and was referred to the House Committee on Health. The original bill was copied from the Virginia Hypnotic Drugs Act of 1929. As introduced, it confined the sale of all hypnotic drugs to licensed pharmacists, and provided that all sales thereof should be made only upon the written prescription of a duly licensed physician, doctor of dental surgery, or doctor of veterinary surgery, which prescriptions could not be refilled. There was considerable agitation for the passage of the bill, and with the sentiment as strong as it was for it, this measure could have been enacted as it was introduced. However, without objection Dr. Ruffin accepted all amendments offered by us. As amended, and effective since its ratification on March 21 the act confines the sales of all hypnotic drugs to licensed pharmacists and provides that as much as twelve therapeutic doses may be sold across the counter to any customer, and that unlimited quantities may be sold to persons suffering with epilepsy, provided a record of all such sales is kept. There is no limit, of course, upon the amount that may be dispensed upon prescription.

Medicinal Whiskey Bill

The Medicinal Whiskey Bill—H. B. 716—An Act to amend section 3411 (S) of the Consolidated Statutes of North Carolina, Vol. III (1924), relating to the medicinal use of Spirituous Liquors, was introduced by Rep. Davis of Edgecombe County, at the request of the local physicians of Rocky Mount. Its effect would have been to legalize the sale of medicinal whiskey at drug stores in accordance with the Federal Laws and regulations governing the subject, which permit the sale of whiskey for medicinal use by pharmacists upon the prescription of physicians under strict requirements and rigid supervision. The bill was referred to the House Committee on Health. After a hearing at which I appeared and voiced the opposition of our Association to its passage, stating that it was on record flatly against the proposal, the vote for an unfavorable report by this Committee was four for and four against, so Dr. Rogers of Macon County, the Chairman, sent it to the House "Without Prejudice". It was then referred to Judiciary Committee No. 2. A public hearing was arranged by this Committee, and on the day of the hearing the hall of the House was packed and jammed with spectators and those who wished to be heard both for and against the measure. Among those who spoke against the bill was Secretary Beard who made an impressive appeal. At the conclusion of the three hour hearing the Committee adjourned without taking a vote. Some days later in Executive Session a vote was taken, however, and again the vote was a tie, seven for an unfavorable report and seven against. Chairman Fred Sutton, then elected to hold the bill in his Committee, fearing that it might pass the House even though it reached there on a minority report, which would have been filed had the tie been broken. Sentiment among pharmacists and physicians especially, and likewise among other professional men as well as laymen appears to be growing in favor of amending our prohibition laws so as to conform with the Federal laws in the matter of legalizing the sale of medicinal whiskey. And, in my opinion unless this sentiment apparently growing is checked in some way, a bill similar to the one submitted by Rep. Davis eventually will be enacted into law in North Carolina.

Bills to Grant Special Licenses Proposed

Senate Bill 161, An Act to allow John R. Patton a practical druggist to practice Pharmacy in the town of Elk Park, was introduced by Senator Harmon, Republican member from Avery County, and was referred to the Health Committee of the Senate. After a hearing on the measure at which our druggist Senator, Kelly Bennett, and myself protested its passage, it was reported unfavorably by unanimous vote.

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Importers and Wholesale Druggists
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Opportunity knocks at the door of those who are prepared.

Complete your stock while your best selling numbers are available.

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The careful retail druggist will avoid Fire Insurance Companies which write excessive amounts on any risk—he will avoid Liability of Assessment—he will be satisfied only with the certain "Ability to Pay" safety of strong Capital Stock protection

Ours is the only Capital Stock Company writing exclusively on the property of Retail Druggists; and with our more than Two Million Dollars in Capital, Surplus, and Reserves for the protection of our Policyholders, and with our Conservative Limits, it is the strongest Capital Stock Company with which a Retail Druggist can insure

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY

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Worthwhile Premium Savings

Specialist Drug Store Adjusters

Senate Bill 449, An Act to grant a license to practice pharmacy in North Carolina to E. A. Denton, of Newland, Avery County, was also introduced by Senator Harmon, and, likewise, it was referred to the Senate Committee on Health. At the hearing both Secretary Hancock and Sen. Bennett spoke vigorously against the bill, but, despite the opposition of the Board, the protest of the druggist members of the Committee, and in the face of the measure having been introduced by request, the same Committee that had voted unanimously to report the Patton Bill unfavorably gave this bill a favorable report by a vote of four to three

Mr. Denton had failed our Board in 1920 after one year's study at the Pharmacy School of the University, had then gone to Texas and obtained a license by examination in that State in 1926, but could not obtain license by reciprocity because the Texas standards were below the requirements prescribed by North Carolina. There were several others with licenses in other states unable to meet our requirements for reciprocity at Raleigh behind this movement, hoping that if one such measure of this nature could be passed, it would be a simple matter to obtain licenses in like manner for themselves. Therefore, working concertedly and upon the theory that inasmuch as they had licenses in other states they should be granted North Carolina licenses, they were able to enlist an unbelievable amount of strength among the law-makers generally, and to influence a sufficient number of the Committee before the hearing to get a favorable report. In the fight that followed before the bill was finally withdrawn threats were made to the effect that the Board would be shorn of its powers, that it would be relieved of its funds for inspection work and transferred to the State Treasury, and that our Association and its members would be made to suffer if we did not let up, but by explaining our position thoroughly and employing diplomacy, we were able to overcome the feeling that had been displayed and won over to our side some of the lawmakers who had threatened to destroy us a few days before.

The Wood Alcohol Bill

The Wood Alcohol Bill—S. B. 118 An Act to prevent the sale of poisonous alcohol without proper identification, was introduced by Sen. Burrus of Guilford County, a prominent surgeon of High Point, and was referred to Health Committee of the Senate of which he was Chairman. Its provisions applied to wood alcohol only, and it was provided that a special label on which was stenciled or printed a specified device and warning must be applied to all containers in which wood alcohol was sold. Favorably reported by his Committee and passed by the Senate, the bill went to the House and was there amended and passed so as to apply to alcohols of every kind, including bathing as well as denatured alcohol. The Senate refused to concur in these amendments however and the bill died in the hands of Dr. Burrus' Committee.

Chain Store Tax Bills

House Bill 1405, An Act to amend the Revenue Bill to increase the Chain Store tax from $50.00 to $100.00 per unit, was introduced by Representatives Day of Onslow and Parker of Wayne, but failed of passage.

House Bill 1410, An Act to amend the revenue bill to provide for a graduated tax on chain stores was introduced by Representatives Day of Onslow, Parker of Wayne and Young of Durham. It was likewise killed.

Both of these chain store tax measures were introduced late in the session, following the press announcement that the Supreme Court of the United States had upheld the constitutionality of the Indiana Chain Store Tax Law. Inasmuch as a test case on the validity of the North Carolina Chain Store Tax law is now pending before this Court of last resort, the law-makers deemed it advisable to await the decision of the Court before enacting additional legislation on the subject.

Sales Tax Bills

Following the passage during the early days of the legislative session of what became to be known as the McLean School Law, which proved to be not only the pit-fall but the biggest "bone-head" of the session, pledging the State to the financial support of the Constitutional six-months school term from sources of taxation other than ad valorem taxes, which if carried out meant that the State would be required to raise from twelve to fifteen million dollars additional revenue annually, one sales tax bill after another was thrown into the legislative hopper, each in addition to the license and privilege taxes already levied and collected, and each with the proviso that the revenue so derived should be used for the support and maintenance of the public schools of the State, until some six or more distinct sales tax plans involving all the forms of sales tax legislation employed by the states of the American Union, finally had been submitted and in the hands of the Joint Finance Committee of the House and Senate, whose duty it was to undertake to find the needed millions.

Gross Sales Tax Bill

A Gross Sales Tax Bill—S. B. 43; H. B. 98—modeled after, or rather copied from the West Virginia Sales Tax Law, was introduced by Senator Baggett and Rep. Young, both of Harnett County. It provided for a tax upon gross sales or incomes, ranging in rate from 1-10 of 1 per cent to one per cent upon producers, manufacturers, wholesale and retail dealers, professional men and wage earners, and all business enterprises, exempting however the first $10,000 gross receipts, and exempting altogether from the act, savings banks, labor and farm organizations, and

fraternal and civic bodies. The introducers estimated that this measure would produce more than twenty million dollars in revenue, while the Revenue Department placed the estimate at between five and six million.

Retail Sales Tax Bill

A Retail Sales Tax Bill—H. B. 99—patterned after the Kentucky Sales Tax Law, and aimed directly at Chain Stores, was introduced by Rep. Day of Onslow County, and levied a tax on the gross sales of all merchandise at retail on a graduated scale ranging from 1-20 of 1 per cent to one per cent, depending upon the volume done. It imposed a tax of 1-20 of one per cent on gross retail sales up to $400,000, the rate doubling with each added $100,000 of volume up to $900,000, a tax of 16-20 of one per cent being levied on sales between $800,000 and $900,000, and the maximum tax of one per cent being imposed upon all sales in excess of the latter amount. It was estimated that this bill would raise approximately $1,000,000.

So-Called Luxury Tax Bill

A so-called Luxury Tax Bill—S. B. 59; H. B. 115, identical to the South Carolina Nuisance Sales Tax Law, with the omissions of the Documentary Stamp Tax and the Construction Materials Tax, was introduced by Senator Lovell of Watauga County and Rep. Day of Onslow County. It levied consumption taxes to be collected at the time of sale of from 10 to 20 per cent on soft drinks, cigarettes, cigars, candy, playing cards, theater admissions and other amusements, and shot-gun shells and cartridges. It provided for the affixing of stamps in all cases where feasible as is done in South Carolina.

The Hinsdale Nuisance Sales Tax Bill

The Hinsdale Selective Sales Tax or Nuisance Sales Tax Bill S. B. 81—introduced by Senator Hinsdale of Wake County went considerably further than the Day-Lovell bill, in that there was added to the list of commodities taxed the documentary stamp tax, automobiles and tractors, and malt syrups and extracts, and later there was added, also, cosmetics, all toilet preparations, razor blades and even tooth paste. The estimates placed on the amount of revenue this bill would produce ranged from $400,000 to $800,000. Further reference will be made to this measure in connection with what I shall say about the Revenue Act.

Selective Sales Tax Bill

A Selective Sales Tax Bill—S. B. 165—was introduced by Sen. Lawrence of Hertford. It levied a tax of from 5 per cent to 10 per cent on a selected list of articles, including a consumers tax on power, electricity and gas, cigarettes and all other tobacco products, theater admissions, and land conveyances.

Retail Merchants Tax Bill

A Retail Merchants Tax Bill—S. B. 119, introduced by Senator McSwain of Cleveland County, was another measure directed at chain stores. It placed a graduated tax on every retail merchant in North Carolina of from $15.00 when the annual gross sales was less than $20,000 up to $300.00 when the annual gross sales was more than $600,000 and less than $800,000, with a flat one per cent tax upon all sales in excess of $800,000, in addition to the tax of $300.00.

THE REVENUE BILL OF 1931

The Budget Revenue Bill of 1931, H. B. 102, An Act to raise Revenue though somewhat belated, was finally completed by the Director of the budget and the Advisory Budget Commission, and was introduced in the House on January 19 by Representative Spence of Moore County, Chairman of the House Finance Committee, it being referred, of course, to this Committee.

When the bill became available and was examined, much to our astonishment and utter surprise, because of the outspoken opposition of the Governor and his Advisory Budget Commission to any form of a sales tax, it was found to contain a sales tax in modified form upon the gross receipts of certain businesses only, which is one of the most vicious of all the various forms of sales tax legislation, for the reason that the rate of tax imposed was fixed low so as to make it difficult to pass on to the consumer, and yet sufficiently high to destroy any one of the businesses that would undertake to absorb it. The businesses included in the new plan were soda fountain operators, bottlers, ice cream manufacturers, theater owners, and billboard owners. It was learned later that this plan was conceived by and written into the bill by the Commissioner of Revenue, to whom was delegated the task of providing 3,000,000 dollars additional revenue annually, to meet the shrinkage in tax collections of approximately this amount, due to the depression sweeping the entire country, and that as a matter of fact this feature of the Revenue Bill was never passed upon by the Budget Commission.

Under the plan proposed, the graduated Soda Fountain Tax imposed by section 144, had been eliminated altogether, and in lieu therefor, there was levied a flat license tax of $10.00 annually on every soda fountain operator, and in addition thereto, a tax of ten per cent of the invoice cost of all Coca-Cola, flavoring and fruit syrups, extracts and concentrates of every kind used in the mixing of soft drinks, with reports to be kept, returns to be filed and the tax to be paid quarterly. The imposition of this tax would have cost the retail druggists of the State, approximately $150,000.00 annually, an average for each store of slightly less than $200.00.

The proposed bill also changed the tax upon tobacco dealers, imposed by Section 149, by substituting a graduated tax ranging from $5.00 to $25.00 annually, based upon the population in

which the dealer was located, in lieu of the present tax of $5.00 for such dealers in towns of less than 1,000 population and $10.00 in towns with more than 1,000 inhabitants. Likewise, the increased tax proposed under this section would have cost the retail druggists an additional amount in excess of $10,000.00 annually.

Daily hearings were held by the Joint Finance Committee on the various sections of the revenue bill, beginning soon after its introduction and lasting until March 9. Our hearing was held on February 12 and our spokesmen were Messrs. Stowe, Grantham and Horne. By furnishing facts and figures gathered by tedious work, we were able to convince the Committee that the Drug Stores of the State, could not carry an additional tax burden of more than $150,000.00, which the revenue bill undertook to place upon them. The Committee substitute therefore, went back to the old graduated tax on soda fountain operators and to the $5.00 and $10.00 tax on tobacco dealers, the same as paid under the revenue act of 1929 with one exception, namely: A new top bracket was added to the soda fountain schedule, increasing the tax from $40.00 to $50.00 on such operators in towns of more than 40,000 population. Attempt after attempt was made to have this bracket eliminated but due to the fight being waged on the so-called luxury tax, we were unable to have this done.

In the meantime, the introducers of the different sales tax bills had been before the Committee each trying to sell his plan. Little headway had been made however, until one day late in February when Senator Hinsdale brought Commissioner Querry of the South Carolina Tax Commission to Raleigh and had him speak to the joint Finance Committee. Mr. Querry extolled the virtues of the so-called luxury tax plan and told the Committee that it had not only worked wonders in his State, but that it had been accepted generally by the druggists, bottlers, and others affected, and was paid by the tax payer as willingly and with as little complaint as any other tax collected in South Carolina. Timed as it was, his appearance before the Committee worked like a charm for the luxury tax supporters, and on the following day, the sub committee appointed several weeks prior to this time with instructions to find new sources of revenue, adopted the Hinsdale bill in principle and recommended its adoption by the Joint Committee. At this point the General Sales Tax proposal, first imposing a tax from 1-2 of 1% to 3 per cent, but later changed to a tax of 1% flat on the gross sales of every retail merchant, was brought into existence for the purpose of muddying the waters and diverting existing sentiment from the so-called luxury tax plan. Let me say here that though the General Sales Tax Plan was adopted by the Joint Finance Committee, being incorporated in the Committee's Substitute Bill as Schedule E, and even though the Revenue Bill passed the House on its three readings with the 1% Retail Merchants Sales Tax contained therein, at no time did it have but little if any chance at all, to be enacted in the law. This form of sales tax had been killed by the merchants of the State, including druggists and others, before the Legislature convened. It was passed by the House and went to the Senate in the belief that the Hinsdale Bill, would be substituted for it by that body. The Senate, however, failed to do as many members of the House expected it to do, and hence there followed the most bitter and longest Legislative battle in the history of our State, about which I should like to tell you, but inasmuch as this report has already become too long, this part of the story largely must go untold for the time being. Suffice it to say, that the Hinsdale luxury tax bill was voted upon and killed twelve distinct and separate times, a thing itself unprecedented in the history of English speaking law making bodies. The situation was saved for us in many instances by the small margin of one vote only, our own organization being directly responsible for getting the deciding vote on at least three occasions.

Never before have the officers of the Association, including the members of the Executive and Legislative Committees, together with the members of the Board of Pharmacy, worked more strenuously and earnestly for its members and never before have the members themselves responded more loyally and worked more faithfully than during the 1931 Legislature. Other Trade Organizations affected, likewise, did their full part, especially did the Bottlers Association do effective work. Here let me say that my tie-up with this organization as its attorney, proved most helpful to us in our fight. I should be amiss in my duty if I fail to say that the R. J. Reynolds Tobacco Company, proved to be one of the best friends the Retail Druggists of North Carolina have. It did much in helping to kill the Hinsdale Bill, and I sincerely trust every member of our organization, will lend their full co-operation to this Company.

Combining our efforts and working in harmony, we won a great victory. Though a privilege tax was levied on all merchants of North Carolina amounting to approximately 1% of the volume done, at the same time the average druggist will be relieved by the reduction in ad valorem taxes effectuated of as much as the Merchant's tax imposed will amount to, and in the case of a large number of druggists, the amount of tax to be paid under the 1931 Revenue Act, will be much less than they have been paying.

In conclusion, I wish to express my deep appreciation to the officers and members of the Association, for their splendid co-operation and support during our most strenuous year, making it possible to win our fight. I wish to thank publicly, these members other than the officers of the Association, and the Board of Pharmacy, including Messrs. Harper, of Selma; Sutton, of Chapel Hill; Lyon, of Oxford; Page, of Raleigh; Council and Ferrell, of Durham, especially, for their activity and the assistance they rendered at Raleigh.

Finally, too much praise cannot go to our Senator Kelly Bennett, who fought throughout the

entire Legislative session for his fellow druggists of North Carolina, and to Representative LeGrand, an unregistered drug store owner of Mocksville, who likewise gave his best for our cause.

I again congratulate this organization upon its victory and it is my sincere hope that plans will be formulated at this convention to prepare for a big fight involving the same tax question when the general assembly convenes in Raleigh in 1933.

Respectfully submitted,
(Signed) FREDERICK O. BOWMAN.

(Applause.)

Following the reading of this report Messrs. C. P. Harper, J. G. Beard, and F. W. Hancock heartily praised the work of Attorney Bowman during the 1931 session of the General Assembly; Mr. Welfare suggested that the report be accepted with thanks and that "now or as soon as possible Mr. Bowman's salary be raised;" Mr. Goode made a motion that the Association give the Attorney a rising vote of thanks; the motion was seconded and carried with much applause.

The report of the Legislative Committee was called for.

Chairman G. K. Grantham, Sr. rendered an informal report, stating that the work of his Committee had been outlined in the report of Attorney Bowman. He mentioned that his committee had met with Mr. Bowman in Raleigh twelve or fifteen times during the Legislature and "we worked against the sales tax and all forms of legislation harmful to the druggists."

MR. F. W. HANCOCK: We are indebted to former Governor Cameron Morrison for representation on the Board of Health in the appointment of Mr. J. P. Stowe, of Charlotte, who has served on the Board for the past eight years. We are now indebted to Governor O. Max Gardner for continuing our representation. In appointing an entirely new Board he chose Mr. John A. Goode, of Asheville, who will make a most excellent representative. I move that we express our appreciation to Governor Gardner by a rising vote of thanks.

The motion was carried.

Mr. Hancock then read a letter from Dr. J. M. Parrott, Secretary of the State Board of Health, stating that he was anxious to coöperate with the druggists in every way possible.

The Report of the Resolutions Committee was called for.

Chairman J. A. Goode requested Mr. S. E. Welfare to act as secretary for the Committee and to read the resolutions which had been offered.

Secretary Welfare read the following resolution which had been presented by Mr. E. R. Thomas, of Erwin:

RESOLUTION OF APPRECIATION TO THOSE OPPOSING THE ENACTMENT OF A SALES TAX AT THE 1931 SESSION OF THE GENERAL ASSEMBLY OF NORTH CAROLINA

WHEREAS, for the first time in the history of North Carolina, an organized and systematic effort was made at the 1931 session of the General Assembly to enact a sales tax, and

WHEREAS, the enactment of such a tax would have worked an irreparable injury to all classes of our citizenship in that it would have placed the burden of taxation upon those least able to pay: increased the cost of living; driven business from our State and seriously retarded the future advancement and progress of the State, and

WHEREAS, the fight on the sales tax question caused the legislature to remain in continuous session for a period of 141 days, thereby causing the 1931 session of the General Assembly to establish a record for the duration of its session, and

WHEREAS, certain Legislators recognized the economic and political disaster the enactment of a sales tax would inflict and as a consequence, at great expense and sacrifice to themselves, remained at the Capitol in Raleigh for the purpose of preventing the passage of such a tax, thereby rendering to the whole people of North Carolina an incalculably beneficial service and

WHEREAS, certain outside forces, notably the North Carolina Merchants Association and the press of the State, also recognized the unequal and discriminatory burdens the enactment of a sales tax would entail and used their influence in opposition to the passage of any sales tax legislation and in doing so rendered a fine service to all the people of North Carolina, Now Therefore, BE IT RESOLVED:

First, that we extend our grateful appreciation to those patriotic and far-sighted members of the 1931 session of the General Assembly who ignoring political expediency; the influence and pressure of large corporate interests; the clamor of the uninformed and at the risk of being misunderstood, steadfastly pursued a course of opposition to the enactment of any form of a sales tax because they knew the adoption of such a tax would

be the most backward step North Carolina could possibly take.

Second, that we extend our thanks to the North Carolina Merchants Association for their altruistic and unselfish opposition to all forms of a sales tax at the 1931 session of the General Assembly and commend the organized merchants of this State for their stand on this question.

Third, that we acknowledge with thanks the efforts of a large portion of the press of North Carolina in disseminating true information showing the economically disastrous results that would follow the enactment of a sales tax.

Fourth, that we will not support, with our vote or influence, any candidate for the Senate or House of Representatives at the 1933 session of the General Assembly who does not declare himself unalterably opposed to the enactment of a sales tax.

Upon motion this resolution was adopted. However, at the Fifth Session on Thursday morning Dr. E. V. Zoeller asked that it be reconsidered as he felt that the last paragraph was unwise. Dr. Zoeller's assertion precipitated considerable discussion, which was participated in by Messrs. Goode, Zoeller, Stowe, James, Fordham, and Hancock. Some of the members felt that the resolution should stand as presented by Mr. Thomas, while others thought the last clause in it was unwise. Finally, Secretary Beard presented the following substitute for the last paragraph:

Fourth, that the North Carolina Pharmaceutical Association is unalterably opposed to any form of sales tax, and that it urges its membership to use every effort to defeat such a measure or any other that tends to discriminate as to one class over another.

Mr. Thomas accepted the amendment and the resolution was adopted as amended.

Secretary Welfare read the following resolution presented by Mr. R. R. Copeland:

THE CALIFORNIA PRICE MAINTENANCE BILL

Resolved, that the North Carolina Pharmaceutical Association congratulates the California Pharmaceutical Association in the recent sponsoring, endorsing, and passage of the price maintenance bill, which is a step in the right direction, and be it further

Resolved, that the incoming Legislative Committee be instructed to give careful consideration to this measure during the coming year and to present to the 1932 meeting of this Association suggestions as to some similar action to be attempted in our next General Assembly.

Upon motion, this resolution was adopted.

Secretary Welfare read the following resolution which had been made in the President's Address:

MEMBERSHIP COMMITTEE

The Association is losing too many members on account of various reasons, and in order to prevent this, and to salvage this decrease, your Executive Committee has instructed me to announce that in the future each incoming President shall appoint a "Membership Committee," consisting of four members, who shall be located in one city and as convenient to the President as possible. This committee, in conference with the president, will work out some feasible plan to reclaim this lost membership. I recommend that this Committee be authorized.

Upon the motion of Mr. Goode, duly seconded by Mr. C. L. Eubanks, the Membership Committee was authorized.

Chairman Goode asked Dean Beard to present resolutions honoring the late Dean E. V. Howell:

Dean Beard:

EDWARD VERNON HOWELL

Largely if not entirely because the North Carolina Pharmaceutical Association requested it the University of North Carolina decided in 1897 to add a School of Pharmacy to its list of teaching units. The late Dr. Edwin Alderman was at that time president of the University and he made a diligent search for the best man he could find to place in charge of the new department. Pitifully little money was available either for salaries or equipment and it was, therefore, a sacrifice and a gamble for any one to accept the place. But a competent, well trained man was found who was willing to sacrifice a lucrative position for one paying almost nothing; willing to gamble that he could make the new venture a success; willing, in the spirit of the late nineties, to put his heart and soul into the task of making his state university a greater medium of service. The man in question was the late Edward Vernon Howell whose life and career this resolution seeks to memorialize.

Dean Howell was born at Selma, N. C., on March 30, 1872. He was educated at Wake Forest College where he was renowned both as a student and an athlete and at the Philadelphia College of Pharmacy through which he paid his own way. Licensed as a pharmacist in this state in 1892 he was a partner in the Kyser Drug Co., of Rocky Mount, when he was called

to the University in 1897 to assume the deanship of the newly organized School of Pharmacy.

Dean Howell joined the North Carolina Pharmaceutical Association in 1892 and in 1923 was made an honorary life member. He contributed many papers of scientific value and from the year of his affiliation until the day of his death he maintained a sympathetic and active interest in everything that pertained to the welfare of the organization. Surely this Association shares with the University the loss of a man who gave so much to each and asked so little in return.

Dean Howell held membership in several professional and scientific societies. Among these were the American Pharmaceutical Association, Elisha Mitchell Society, American Chemical Society, American and North Carolina Historical Associations, American and North Carolina Folk-Lore Societies. In 1923 he was vice-president and in 1926 he was elected a member of the Executive Committee of the American Association of Colleges of Pharmacy. At the United States Pharmacopoeial Convention of 1930 Dean Howell was elected a member of the Revision Committee and just before his death he was actively engaged in research problems having to do with the next edition of the United States Pharmacopoeia.

Dean Howell's interests were varied. He was a natural collector. Anything old, anything different, appealed to him, and his home was in the nature of a museum of relics. A student of historical developments in many fields, he was also an ardent sportsman. Bank president for many years, real estate operator, teacher, author, raconteur, he possessed talents that fitted him for any situation in which he found himself. In almost any field that Dean Howell might have entered he would have succeeded because of his unusual intellect, genial nature and driving power, but in none could he have made so indelible an impress upon the minds of men as in the class room where he naturally belonged. Few teachers so well as he could reduce complicated facts to simplicities, rob a maze of theories of its puzzles, or invest hard-to-learn problems with easy formulas. A colored janitor of his once said: "Other professors *teaches* their boys, but Dr. Howell, he just naturally learns 'em."

Having the happy gift of weaving anecdote into the fabric of his lectures, he was also able to add some fixative feature that fastened facts in the minds of his students.

On January 26 Chapel Hill people were shocked to learn that Dean Howell was suffering from a severe case of pneumonia. From day to day through three long weeks he fought valiantly to resist the ravages of the disease, just as in early years he battled in athletic contests. In spite of this resistance and the most devoted attention he steadily grew worse, weaker, and finally on St. Valentine's Day the end came quietly, suddenly, painlessly. Thus passed a unique figure from the life of the University campus, a loveable friend from the companionship of those to whom he meant most, and a pharmacist who leaves this Association poorer when in life he added richness and luster to its chapter of achievements.

Chairman Goode called on Mr. Hancock for suitable resolutions to the memory of Mr. Henry Ruffin Horne.

MR. HANCOCK: There is no act I have had to perform in the fifty years that I have been a member of this Association which has given me as much pleasure as this opportunity to pay tribute to my friend with whom I have labored for many a long and hard year.

In Loving Appreciation of

HENRY RUFFIN HORNE

Who was born in Pittsboro, N. C.,
July 7, 1839
And who died in Fayetteville, N. C.,
January 13, 1931

In the passing of Mr. Henry Ruffin Horne in the early morning of January 13, 1931, this Association loses one of its most faithful and loyal members.

He was a true man, the soul of honor, upright in thought and deed, noble in his ideals, and loyal to the right. He was endowed with unusual gifts of mind and person, being distinguished in appearance and possessed of a sweet speaking voice and rare charm of manner. His splendid character, his devotion to his profession, his cheerful and courteous disposition, endeared him to all with whom he came in contact, and his ability and culture won their respect and confidence. Truly could it be said of him:

"His life was gentle and the elements so
Mixed in him that nature might stand up
And say to all the world:
This was a man."

The writer has been closely and delightfully associated with him and his fine sons through many years, and esteems it a great privliege to say these few words in tribute to him. He was my good and almost life-long friend, a fact I am proud and happy to acknowledge, and I miss him greatly.

He is gone from our midst, but he will live on in the garden of our memory and his beautiful life will prove an inspiration to finer thoughts and deeds in our sojourn here, and we shall hope to meet him again in that fairer clime in which he had an abiding faith. Not soon will those present forget the evidence of this faith expressed by him at the last meeting he attended several years ago in Greensboro, when he referred to those wonderful lines of Tennyson as embodying his hope and faith and desires:

Sunset and evening star,
And one clear call for me!
And may there be no moaning of the bar,
When I put out to sea,

But such a tide as moving seems asleep,
Too full for sound and foam,
When that which drew from out the boundless deep
Turns again home.

Twilight and evening bell,
And after that the dark.
And may there be no sadness of farewell,
When I embark;

For tho' from out our bourne of time and place
The flood may bear me far,
I hope to see my Pilot face to face
When I have crost the bar.

CHAIRMAN GOODE: I selected Mr. Beard to draw up the resolutions for Mr. Howell because I realized the love he had for his former teacher and I knew of the intimate association between him and Mr. Howell for more than twenty years. I asked Mr. Hancock to frame the memorial to Mr. Horne because I am confident that nothing would have given the venerable pharmacist more pleasure than to have had one of those with whom he worked pay tribute to him. North Carolina has been fortunate in having two such outstanding men as Dean Howell and Mr. Horne. There is very little we can do to show our appreciation of their splendid services. I move that the resolutions be received by a rising vote and that special pages in the CAROLINA JOURNAL OF PHARMACY be dedicated to these splendid men who have passed on.

The audience rose in silent respect to the memory of Dean Howell and Mr. Horne.

President Miller called for a Report of the Trade Interests Committee.

Owing to the inability of the members of this Committee to be present at that session, the report was read by Secretary Beard.

REPORT OF THE TRADE INTERESTS COMMITTEE

The report of the Committee on Trade Interests will be somewhat different from previous reports, but it is hoped that it will be of some interest to the members.

The independent druggists are still experiencing the difficulties of "cut prices" and chain organizations. We believe you, as well as the wholesale druggists, will continue to have these disagreeable features to deal with until the states, as well as the Federal Government, pass a law similar to the "Junior Capper Kelly Bill" recently passed by the State of California. It is the opinion of your Committee, in order for the independent druggists to survive and to make money, to become real, wide-awake merchandisers.

Druggists should continue to work for and not lose interest in the "Capper Kelly Bill." Senator Capper of Kansas and Representative Kelly of Pennsylvania in recent statements say, "Congress cannot fail to be impressed with the enactment of the "Junior" Capper Kelly Bill by the State of California." Mr. Kelly, in a statement a few days ago, declared that "It is just as important to have this law in the states as it is to enact the national measure. A federal act relating to Interstate Commerce would itself be of great value." He said, "But to be really effective there must be state legislation along the same line."

One very noticeable and important development that is taking place in the drug industry is the trend toward adopting accurate and up-to-date accounting records. In the past, habit and tradition have been the guiding influences in directing businesses. Today, in the face of the keenest competition we have ever experienced, and the general increase in cost of doing business, it is imperative that we keep accurate records which will furnish the necessary information about our business at the right time. Without it we let our business drift throughout the year without knowing where we are, or in which direction we are going. It is about the same as a pilot trying to guide his ship without a compass to direct him to the port which he sets out to reach.

All of us are in business for a profit and need a guide which will help us in attaining this goal. Most of us have been keeping records which show us where we are and what we have made or lost at the end of the year. The trouble with this system is that we operate our business an entire year before we know what has taken place during the year. Instead of a profit, too often the final report shows a loss. In a time like this when business conditions are changing almost over night, we need to know what is taking place within our business daily, so that we can change our methods and policies to conform to the times and general conditions. We then have a stop and go signal which will command our attention and cause us to take steps to prevent losses when they first occur rather than wait an entire year before we realize that they exist.

It is very important to note the favor which the budget is gaining in the management and direction of present day business. The budget in business is a plan for co-ordinating all forces and directing them toward the attainment of a definite objective. It estimates, in advance, the factors of time, volume and value necessary to produce a definite amount of profit in a given period. It forecasts income and expenditures, as

well as the net profit which will be realized if expenditures are kept within gross income.

Business effort is most intelligently directed only when it is founded on a well-ordered plan. A mark must be set, a course charted and the ultimate objective kept constantly in mind. It is just as important for the business manager to have a plan to go by in operating his business as it is for the tailor to have a pattern in cutting the cloth which he hopes to make up into the finished garment. Even after a plan has been formulated, it is necessary to make frequent comparisons to see that no detail is overlooked and that advantage is taken of every favorable condition.

The Research Bureaus of the Druggists' Supply Corporation and the National Wholesale Druggists Association have just published booklets on Retail Merchandising. This is an economical and practical plan for helping retail druggists increase their profits and lower their costs. Most of the wholesale drug houses of the state are affiliated with these organizations and it will be a pleasure for them to furnish a copy of this merchandising plan to any retail druggist upon request. We highly recommend this plan for your consideration and feel sure you will find it most interesting as well as very helpful.

Respectfully submitted,
(Signed) B. F. PAGE, *Chairman*,
H. T. HICKS.
A. E. WEATHERLY.

Upon the motion of Secretary Beard, duly seconded, the Report of the Trade Interests Committee was accepted with thanks.

Secretary Beard read a communication from the Detroit Retail Druggists Association extending an earnest invitation to North Carolina druggists to attend the 1931 convention of the N. A. R. D. in Detroit.

The Secretary also read the following letter from the daughter of Mr. William Niestlie:

Wilmington, N. C.,
June 23, 1931.

Mr. J. G. Beard, Sec.-Treas.,
Wrightsville Beach, N. C.

Dear Sir:

Daddy asked me to write you to let you know that he was thinking of you and his fellow-members of the N. C. P. A. He had hoped so much to be able to be at the meeting, but he is not strong enough. He would be mighty happy to see any of his old friends if they have time to stop by while in the city.

Hoping that you will all have an enjoyable time and accomplish much for the Association, I am,

Yours sincerely,
(Signed) LOUISE NIESTLIE FUNDERBERG.

MR. FORDHAM: It occurred to me that it might be well for the President to appoint a committee to drop by to see Mr. Niestlie. I move that such a committee be appointed.

Mr. Civil seconded the motion and it was carried.

President Miller appointed on the committee to visit Mr. Niestlie: Messrs. Warren W. Horne, E. V. Zoeller, F. W. Hancock, S. E. Welfare, and C. C. Fordham, Sr.

There being no further business scheduled for the session, the meeting adjourned.

FIFTH SESSION

The fifth and final session of the Association was called to order by President Miller at 10:30 o'clock Thursday morning, June 25.

The Report of the Insurance Committee was called for. There was no report.

President Miller called for a Report of the Committee on the Principles of Business Practice. There was no report.

The Report of the Committee on Coöperative Advertising was called for.

Chairman Tarkenton had been compelled to return home and the report was read by Secretary Beard:

REPORT OF THE COMMITTEE ON COÖPERATIVE ADVERTISING

As Chairman of the Co-operative Advertising Committee of the North Carolina Pharmaceutical Association, I have no recommendation to make in regard to co-operative advertising, but throughout my short paper I shall make suggestions, and, if by chance, you care to discuss any part or have any resolutions to offer, I am sure my independent pharmacist friends, who are in attendance, will be only too glad for you to offer some plan by which we can get our message to the public.

One of the greatest problems of today is how the small independent stores working alone can meet unfair and unethical ways of doing business. What do we see in the majority of our towns today on the front of the independent stores—"Cut Rate Drugs"—independent pharmacists fighting independents.

Before I go deeper into the message which I wish to leave with you, I want to say right here, and I am sure you will agree, that pharmacists are the hardest people in the world to get together on any definite program for the safety and welfare of their profession. When we analyze the conditions, see our independent stores opening up beauty parlors, luncheonettes, picture framing and kodak developing departments, and numerous other side issues so that he may retain his drug busi-

ness, the outlook is not so encouraging to the young men who take up the profession of pharmacy for their life work. I hear you say "In today's battle of business, he who would survive must be ever ready to seize any opportunity to change to meet new competition." This may be true in one sense of the word.

All over North Carolina we see a lowering of standard and the letting go of things which give tone to the high calling of the profession of pharmacy, and the situation is the result of indifference. We cannot adopt the policy "Go it alone"—under the present chaotic selling practice, price concessions, secret rebates, advertising allowances, and other hidden methods of cutting prices. How are we, independent pharmacists, to keep our business unspotted and retain the confidence of the people? Not by selfish greed, not by jealousy, not by pulling apart, but by working in harmony with each other.

What is undermining the independent drug store of today? We cannot place the blame at the door of the big chain stores. They have come in and given us something to think about; they have made us clean up and have given us lessons in merchandising. Their motto is "Service and Price".

The application of a new principle in the process of our business is needed. Whether it is cut prices or quality and service, it should be united effort. The new day of doing business is at hand. We independent pharmacists have the situation at our very door if we will only use it. Think of every independent drug store in North Carolina co-operating with each other in the spirit of one large family, having district meetings four times a year and discussing problems, such as co-operative advertising, co-operative buying, salesmanship in a drug store, window displays, soda fountain service, uniting our thoughts and efforts in behalf of the independent drug store.

Are not the divided path-ways of our separate and disunited efforts of our own making?

It has only been a few years ago that people in business thought that the way to paradise was to give out nothing and accept less, and grow rich on their own seclusion. This way of doing things has changed; no man can live unto himself and no business can thrive on this policy. Do the cut-rate chain stores fight each other? No, they work in harmony, and many chain drug stores buy together. In the past twelve or fifteen months, I have changed my views in regard to chain cut-price drug stores. I once thought them a cut-throat-menace to any community. Not so - they are in the business to make money like our own independent stores. Don't think for one moment that I am in sympathy with chains—I am with you, when it comes to fighting—I believe in fighting every inch, not by mud slinging and calling names, but by the united effort of every independent store in North Carolina.

Visualize six hundred independent pharmacists in North Carolina having district meetings and ironing out some of the problems such as co-operative distribution publicity and other important questions that you are thinking about right now. Why my brother pharmacists, the heads of big chains sit back and laugh at he independent retailers for adopting "A go it alone" policy and trying to meet their lost leader tactics.

What is the trouble?

We need to lubricate the cog wheels of our business and adopt some policy that will exterminate disorganization, jealousy and the petty misunderstanding that penetrates the air in every community where more than one drug store exists. Every independent drug store is fitted to its locality, the problems of each particular location vary widely, and as to co-operative advertising each town should organize and work out its own salvation. I think the N. C. P. A. should have a man, an experienced organizer, to visit every drug store in North Carolina, four times a year and help correct some of the petty differences that now exist. I think the pharmacists of North Carolina should have a man who can get the clerks together and give them a lesson in salesmanship at least four times a year. I think every independent drug store in the State should have a folder on the wrapping counter to be enclosed with each out-going package, informing the public of the service he renders, giving a glimpse of the monumental work pharmacists and the physicians have long carried on in the public interest.

I think we independent pharmacists are commercializing our stores to a point of extinction and unless some change takes place in the next five years, people will not think of us as a professional man but as "John Smith, the Racket Store."

We should adopt some emblem for our show windows, whereby the passing public will be reminded of the world's oldest profession. How often do we remind the public of the professional side of our business? Pharmacy Week only.

I believe the quickest way and the one that will give more happiness to the independent store, is not by juggling prices, but encouraging our customers to look behind baited bargains. The profession of pharmacy represents the service to humanity that should be above reproach and should stand for the highest standard of scientific accomplishment, fair dealing and absolute trust-worthiness.

Respectfully submitted,
(Signed) E. L. TARKENTON, *Chairman*,
E. C. ADAMS,
A. A. JAMES,
C. P. HARPER,
P. B. BISSETTE.

Upon motion the report of the Committee on Coöperative Advertising was accepted with thanks.

The Report of the delegates to the 1930 convention of the N. A. R. D. was called for.

Chairman C. L. Eubanks presented an informal report of the 1930 convention in Atlantic City, stating that the following North Carolina druggists had attended: Messrs. J. A. Goode, J. P. Stowe, E. H. Ward, John K. Civil and himself. He spoke of the entertainment and business sessions and in conclusion plead for a greater North Carolina membership in the N. A. R. D. and for a larger attendance at the annual meetings.

Upon motion the report of Chairman Eubanks was accepted.

President Miller called upon Secretary Beard to introduce the next speaker.

In presenting Mr. J. B. Clower to the audience Secretary Beard spoke of his ownership of Schmitt's Drug Store at Woodstock in the Valley of Virginia—one of the oldest drug stores in the State. He mentioned the forty prizes that Mr. Clower has won in national window dressing contests and paid tribute to his activities in the Virginia Pharmaceutical Association.

In his introductory remarks Mr. Clower brought greetings from the Virginia Pharmaceutical Association and then chose as his subject, "Window Displays." His address appeared in full in the September issue of the CAROLINA JOURNAL OF PHARMACY.

The Report of the Committee on the President's Address was next called for. This will be found on page 32.

At this point Mr. Sterling L. Hubbard read a letter from the management of the Oceanic Hotel expressing appreciation to the druggists for having met in that hotel.

The President called for a discussion of general policies to be adopted. There was no response.

The Report of the Committee on Time and Place of Next Meeting was asked for.

Chairman Rose stated that after going over each invitation carefully and considering all angles of the matter the Committee had unanimously agreed to recommend High Point as the meeting place for 1932.

Mr. Cecil made a motion that the report of the Committee be accepted.

Messrs. S. E. Welfare and A. A. James strongly urged the Association to meet in Winston-Salem; Mr. Cecil presented strong arguments for High Point, calling attention to the fact that the Association had never met there; Mr. Goode asked the convention to go to Asheville; and Mr. Stowe extended a cordial invitation from Charlotte.

Mr. E. P. Crawford seconded the motion of Mr. Cecil and a vote was called for, the members indicating their preferences by standing. The balloting resulted in the acceptance of the report of the Committee on Time and Place of Next Meeting. The Association will, therefore, meet in High Point in 1932, the time being left to the Executive Committee.

The report of the Nominating Committee was presented by Chairman J. P. Stowe. The following names were submitted as nominees for office for the year 1932-33, to be elected by mail ballot:

For President:
E. C. Adams, Gastonia
Polk C. Gray, Statesville

For First Vice-President:
A. C. Cecil, High Point
Ralph P. Rogers, Durham

For Second Vice-President:
W. C. Ferrell, Nashville
Jas. M. Hall, Sr., Wilmington

For Third Vice-President:
H. M. Cooke, Salisbury
E. F. Rimmer, Charlotte

For Secretary-Treasurer
J. G. Beard, Chapel Hill
Sam E. Welfare, Winston-Salem

For Member of the Executive Committee for Three-Year Term:
C. C. Fordham, Sr., Greensboro
C. B. Miller, Goldsboro.

Upon the motion of Mr. Hancock, duly seconded, the report of the Nominating Committee was accepted.

The next order of business was the election of a member of the Board of Pharmacy.

MR. HANCOCK: May I not have the privilege and pleasure of nominating as a member of the Board of Pharmacy a man with whom I have worked on the Board for so many years? I nominate Dr. E. V. Zoeller, of Tarboro, to succeed himself. (Applause.)

Mr. Welfare seconded the nomination and Dr. Zoeller was elected by a rising vote.

Secretary Beard: I wish I could talk in the way I feel about the thanks which are due to Dr. E. V. Zoeller for the long and faithful service he has given to the Association. When I try to speak of this devotion to the organization I can never express my appreciation adequately. The sort of service he has given has meant so much to us. When I attempt to express our thanks I never can say what I want to. However, I know I do voice the sentiments of this Association when I say that we are most appreciative of his unselfish service to us. We can never thank him enough. (Applause.)

Secretary Beard read a letter from Mr. Gilliam Grissom urging druggists to re-register before July 1st as retail dealers in narcotics.

At this point Secretary Beard offered a resolution of thanks to the Traveling Men's Auxiliary for the splendid entertainment given the Association; to Local Secretary Jas. M. Hall, Sr. and the druggists of Wilmington, for their courteous, kindly, and continuous hospitality; to the firms who contributed so liberally to the entertainment of the convention; to the management of the Oceanic Hotel for its ever-ready help and courteous attention to the needs of the delegates and visitors; and to all others who had aided in any way in making the convention a success.

The resolution was adopted with a rising vote of thanks.

The next order of business was the installation of the new officers.

These officers are:

President: A. E. Weatherly, Greensboro.
First Vice-President: Paul Webb, Sr., Shelby.
Second Vice-President: J. C. Hood, Kinston.
Third Vice-President: Jas. M. Hall, Sr., Wilmington.
Secretary-Treasurer: J. G. Beard, Chapel Hill.
Members of the Executive Committee: G. K. Grantham, Sr., Dunn (1-yr. term); C. L. Eubanks, Chapel Hill (2-yr. term); Warren W. Horne, Fayetteville (3-yr. term.)

The officers were duly installed.

Ex-President Miller: I take great pleasure in presenting to you your officers for the coming year. They are all good men and I am sure they will do a good job for you.

President Weatherly: I appreciate the great honor that has been given to me. I feel certain that with your coöperation we will have a successful year. I count strongly upon your help and I thank you for your confidence in electing me as your president. (Applause.)

President Weatherly called for a meeting of the Executive Committee immediately following the adjournment of the convention.

There being no further business, upon the motion of Mr. Cecil, duly seconded, the convention adjourned, *sine die.*

(Signed) J. G. Beard,
Secretary-Treasurer.

ENTERTAINMENT FEATURES

The Wilmington druggists, under the Chairmanship of Local Secretary Jas. M. Hall, Sr., and the T. M. A. were delightful hosts to those attending the Wrightsville convention. On Tuesday afternoon Messrs. Robert R. Bellamy and Son tendered a motor boat party to all registered for the convention. Wednesday morning there was a card party for the ladies. A committee, composed of the wives of several Wilmington druggists, was in charge of the event. Delicious refreshments were served and many prizes and favors were given. On Wednesday afternoon there was an automobile drive for the visitors to points of interest in and around the City of Wilmington and to Fort Fisher. The dance, at Lumina, tendered the Association by the Traveling Men's Auxiliary on Wednesday evening, was delightful in every detail. (Each night there was dancing at Lumina.) Prior to the dance gifts of merchandise were awarded by manufacturers to those holding lucky numbers. The entertainment program was ended with a free-for-all golf match on the municipal course in Wilmington. Prizes were given and sandwiches and fruit punch were served the contestants through the courtesy of Ahrens Brothers.

ROLL OF MEMBERS

An asterisk (*) before a member's name indicates attendance at the Wrightsville Beach meeting.

A dagger (†) before a member's name denotes both life and charter membership.

Names of life members are printed in small capitals.

Names of charter members are printed in italics.

The date following a member's name indicates years of affiliation.

A

Abernethy, John Graham....1917 Elkin
Ackerman, Harvey Arthur....1929 Bishopville, S. C.
Ackerman, Robert Nollie....1928 Bishopville, S. C.
Adair, Walter Holmes....1924 Durham
Adams, Edward Clarence....1910 Gastonia
*Adams, Eugene Edgar....1924 Newton
Adams, John Leon....1925 Gastonia
Adams, Will Johnson....1929 Sylva
*Ahrens, Adolph George....1926 Wilmington
Aiken, Joseph Henry....1925 Biltmore
Aiken, Leonard Walter....1917 Asheville
Alderman, Jacob Leroy....1923 St. Pauls
Allen, Charles Henry....1920 Winston-Salem
Allen, H. H....1917 Cherryville
Anderson, Joe (1913)....1924 New Bern
*Andes, Garrette Earl....1929 Wadesboro
*Andrews, Charles M....1907 Burlington
Andrews, Richard Homer....1915 Burlington
Andrews, Wesley T....1922 Goldsboro
Arps, Ernest Guilford....1926 Plymouth
Austin, Beverly Newton....1928 Shelby
Avera, John Randolph....1928 Biltmore

B

Bain, Jones Douglas....1925 Lexington
Baker, Julian LaFollette....1929 Williamston
Baker, Walter Presley....1922 Raeford
Ballance, Geo. Harvey....1928 High Point
*Ballew, James Gordon....1917 Lenoir
Barbour, Joseph Parker....1928 Burlington
Barger, Calvin Nicholas....1928 Oakboro
Barnhardt, Manlus Ray....1929 Rockwell
Barnhill, Walter Lee....1924 Wilson
Barrett, Raymond Ellis....1919 Burlington
Baucom, Alfred Vernon....1926 Apex
*BEARD, J. G. (1923)....1908 Chapel Hill
Beavans, William Eugene....1919 Enfield
Beddingfield, Chas. H....1919 Clayton
Beddingfield, Edgar T....1917 Clayton
Bell, Frank Roland....1924 Beaufort
Bender, Walter Meares K....1928 Wilmington
Bennett, A. M., M.D....1912 Bryson City
Bennett, Kelly E....1912 Bryson City
Benson, Ernest Stuart....1918 Wilmington
Bernard, Germain....1904 Durham
Berryman, C. H....1929 Blowing Rock
*Best, John Harper....1923 Greensboro
Bilbro, Quinton Trotman....1924 West Asheville
Bingham, William Hunt....1927 Concord
*Bissette, Paul Branch....1924 Wilson
Black, Bonner Brevard....1921 Cleveland
Black, Frank Leroy....1928 Gastonia
Black, Oliver Randolph....1927 Bessemer City
Blackman, Broadus Lee....1928 East Spencer
Blair, Rochell Kent....1919 Charlotte
Bland, J. A....1919 N. Wilkesboro
Blanton, Charles Donald....1928 Lowell
Blauvelt, William Henry....1931 Asheville
Blue, A. F....1919 Laurinburg
Blue, Daniel Adolph....1926 Carthage
Bobbitt, Adolphus Bracey....1919 Winston-Salem
Bobbitt, Louis Myron....1917 Winston-Salem
Bobst, Harry Ransom....1931 Morganton
Boddie, Samuel Perry....1920 Louisburg
Bolinger, Clayton Emerson....1928 Carthage
Boon, W. J....1904 Raleigh
Boone, D. Leonard....1905 Durham
Boone, John Troy....1915 East Durham
Boyce, James B., Jr....1916 Warrenton
Boysworth, Ernest Gaston....1928 Norwood
BRADHAM, C. D. (1906)....1895 New Bern
Bradley, Jesse Powell....1910 Burlington
*Bradshaw, Edw. Luther....1927 Kinston
Bradsher, Wm. D....1928 Charlotte
Brady, Chas. A....1919 Newton
Brakebill, Rankin Lowry....1927 Madisonville, Tenn.
Brame, Robert Marvin....1901 N. Wilkesboro
*Brame, Wm. Anderson....1913 Rocky Mount
Brantley, John C....1917 Raleigh
Brantley, John Calvin, Jr....1930 Raleigh
Brewer, Stroud Otis....1915 West Durham
Brinkley, James Hackburn....1923 Hillsboro
Brison, John Edgar....1924 Gastonia
Britt, Carl Barden....1928 Rocky Mount
Brodie, Thomas Lewis....1930 Oxford
Brooks, Frank Gibbons....1921 Siler City
Brookshire, Guy Elliott....1919 West Asheville
Brookshire, Lloyd P....1924 West Asheville
Brown, Bonnie Curlee....1931 Elkin
Brown, Henry C....1915 Goldsboro
Brown, James Dulon....1916 Durham
Brown, Joseph Key....1913 Greenville
Browning, David Benjamin....1929 Rocky Mount
Bryan, Robert Bruce....1927 Chandler
Bryan, Wm. Dempsey....1920 Tarboro
Buchanan, George Gilmer....1927 Greensboro
Buffaloe, John Mack....1919 Raleigh
Bunting, J. H. (1893)....1923 Wilmington
Burgiss, Thos. Ray....1926 Sparta
Burnett, John Paul (1918)....1930 Whitakers
Burt, Milton Stanley....1930 Varina
*Burwell, W. A....1919 Raleigh
Butler, Alman Byron....1922 Clinton
*Bynum, Carney Washington....1928 Wilson

C

Cagle, Carlus Vann....1927 Greensboro
Cain, Charles Macbeth....1951 Henrietta
Cain, Leighton Dewey....1921 Concord
Caldwell, Paul Grier....1922 Gastonia
Campbell, Francis Earle....1927 Hamlet
Campbell, Howard Turner....1925 Maiden
Campbell, Rowe B....1918 Taylorsville
Canaday, Ralph Clarence....1913 Four Oaks
Capehart, Cullen Tucker....1920 Charlotte
Carothers, T. R....1928 Charlotte
Carswell, Abel Paul....1926 Charlotte
Carswell, Ransom Fred....1920 Winston-Salem
CARTER, SAMUEL (1918)....1915 Salisbury
Carter, Stamey....1918 Salisbury
Cassell, A. Sam....1917 N. Wilkesboro
Cate, Arlindo S. (1909)....1922 Greensboro
*Cecil, Aros Coke....1919 High Point
Chalker, Ottis Geiger....1922 Winston-Salem
Champion, Henry Chivous....1926 Shelby
Champion, Herbert Otis....1926 Shelby
Chandler, Emmett Owen....1930 Leaksville
Chandler, Herbert C....1927 Greensboro
*Cherry, Jas. L....1925 Belmont
*Civil, John Keough....1928 Charlotte
Clark, Claude Baxter....1924 Williamston
Clark, Wm. Alexander....1926 Wilson
Claverie, Jos. Stanilous....1917 Asheville
Clayton, Albert Winfrey, Jr....1926 Durham
Cline, Clement Eugene....1924 Asheville
Cline, Frederick Herman....1920 Charlotte
Cline, Jas. Oren (1917)....1930 Lenoir
Cobb, James Louis....1920 Wilmington
Cole, Thos. Reid....1925 Pinehurst
Comar, Wm. Alexander....1928 Asheville
Compton, James Wesley....1917 Salisbury
Connell, Jas. Beardsley....1930 Elkin
*Cooke, Henry Maddry....1906 Spencer
*COPELAND, ROBT. R. (1925)....1917 Ahoskie

Coppedge, J. Benj. (1913)	1922	Raleigh
Coppedge, James William	1915	Raleigh
Costner, Beverley Pulaski	1910	Lincolnton
*Council, Commodore Thos.	1915	Durham
Cox, Garnett McLean	1922	Spencer
Cox, Leland Hall	1928	Belmont
Crabtree, Gilbert	1915	Raleigh
CRABTREE, W. A. (1917)	1915	Sanford
Craig, Wm. Franklin	1924	Charlotte
Craven, Chas. Hugh	1926	West Asheville
Crawford, Charles Latham	1926	Greensboro
*Crawford, Edgar P.	1919	Lenoir
Creech, Durward H. (1908)	1929	Smithfield
Croom, Robt. DeVane	1924	Maxton
Crow, Clarence Hinderlite	1928	Fairforest, S. C.
*Crutchfield, Thomas G.	1920	Greensboro
Culpepper, Frank Douglas	1913	Asheville
Curtis, Jas. Richard	1929	Hartsville, S. C.
Cutchin, Jas. Mack, Jr.	1908	Whitakers

D

Dailey, James Futrall	1922	Washington, D.C.
*Dailey, R. I.	1919	Reidsville
*Daniel, Elbert C.	1916	Zebulon
Darlington, James Manly	1924	Winston-Salem
Davis, Clifford Vernon	1921	Elizabeth City
Davis, David Ramsey	1926	Rocky Mount
Davis, Edwin Bonner	1916	Morganton
Davis, Hamilton Ewart	1927	Andrews
Davis, James Robert	1925	Asheville
Davis, Jos. Gomer	1927	Spindale
Davis, Junius W.	1919	Edenton
Davis, J. Wiley S.	1926	Andrews
Davis, Karl Welfare	1922	Winston-Salem
Dawson, Benj. Truet	1920	Rocky Mount
Dawson, Milton Piere	1920	Rocky Mount
Dawson, Raymond Samuel	1928	Asheville
Day, Lewie Griffith	1930	Spruce Pine
Dayvault, Frank Wilson	1929	Mooresville
Deal, Harland Murlee	1926	Landis
*Dees, Fred	1919	Burgaw
Dees, Roht. Edw. Lee	1920	Wallace
Dennis, Carol Mower	1931	Shelby
Derrick, Claude Lonnie	1928	Charlotte
Detter, Eli Earle	1925	Hickory
*Dill, Geo. W., Jr.	1927	Mount Olive
Dillehay, J. T.	1929	Winston-Salem
Dinwiddie, Paul Homes	1925	Black Mountain
*Dowdy, David Astor	1918	High Point
Driggers, Earle	1925	Winston-Salem
Duffy, Frank S.	1919	New Bern
Dukes, Marion Heyward	1926	Hillsboro
Dunn, Robert A.	1904	Charlotte
Durham, Carl Thomas	1918	Chapel Hill

E

Eason, Chas. Wm.	1928	Charlotte
*Edgerton, Elmer Otis (1908)	1930	Raleigh
Edwards, Otho Crowell	1922	Raleigh
*Edwards, Snowdie McG.	1919	Ayden
Edwards, Thos. Northey	1919	Charlotte
Eldridge, Julius	1922	Greenville
Elkins, Van W. B. (1915)	1920	Siler City
*Elliott, Augustus Green	1915	Fuquay Springs
Ellis, Wm. Dewey	1926	Martinsville, Va.
Elrod, Hugh Foster	1924	Greenville, S. C.
Etheridge, Samuel B.	1917	Washington
Etheridge, Sidney G.	1917	Elizabeth City
Etheridge, Thomas Jarvis	1924	Oxford
*Eubanks, Clyde L.	1913	Chapel Hill
Eubanks, James Norwood	1920	Greensboro
Evans, William Bryant	1915	Mt. Airy

F

Farrington, John Vanstory	1926	Raleigh
Feagin, E. L.	1928	Hendersonville
Ferguson, Howard Quinn	1924	Statesville
Ferguson, John Stratford	1929	Raleigh
*Ferrell, Wessie Conway	1920	Nashville
*Fetzer, Frank Goodson	1922	Wadesboro
Fields, James Thaddeus, Jr.	1917	Laurinburg
Finley, Gray Bynum	1920	Marion
Fisher, Lester	1920	Statesville
Fitchett, Carl E.	1916	Dunn
Fleming, Cary Hunter	1929	Raleigh
Fleming, J. M.	1929	Latta, S. C.
*Fordham, Christopher C.	1897	Greensboro
Fordham, C. C., Jr.	1925	Greensboro
Fordham, Christopher McK.	1922	Greensboro
Foster, Caney	1913	Weldon
Foster, Dan Wm.	1927	West Asheville
Foster, John Coke	1927	West Asheville
Fowlkes, Wm. Mortimer	1920	Charlotte
Fox, Charles Michael	1909	Asheboro
Fox, Ludolph Glenn	1922	Rockingham
Franklin, Kenneth Vaden	1928	Raleigh
Frieze, William Scott	1919	Concord
Frontis, Stephen William	1930	High Point
Fullenwider, Phifer	1924	Raleigh
*Futrelle, William Leon	1916	Wilmington

G

Gaddy, Henry Moody	1917	Charlotte
*Gamble, Archie Alex.	1926	Waxhaw
*Gamble, Chas. Franklin	1920	N. Charlotte
Gamble, John Paul	1921	Monroe
Gardner, T. L.	1908	Reidsville
*GATTIS, PHILLIP D. (1929)	1922	Raleigh
*Gibson, Allison McL.	1925	Gibson
Gilliam, Wade Axom	1925	Winston-Salem
Gilreath, Alonzo L.	1928	Asheville
Glass, Patrick Gray	1926	Kannapolis
Glenn, Arthur Leon	1925	Charlotte
Glenn, Jamerson Samuel	1925	Sanford
Godfrey, Paul Vernon	1926	Leaksville
Gooch, Roland Louis	1922	Oxford
Goode, Bagwell Sutton	1930	Salisbury
*GOODE, J. A. (1919)	1911	Asheville
Goodman, George C.	1881	Mooresville
Goodrum, C. S.	1916	Davidson
Gore, Chas. Samuel	1928	Asheville
Gorham, Richard Speight	1919	Rocky Mount
*Graham, John Calhoun, Jr.	1917	Red Springs
*GRANTHAM, G. K. (1918)	1895	Dunn
Grantham, George Kenneth	1926	Dunn
Grantham, Hiram	1904	Red Springs
Grantham, Leland B.	1929	Passagrilla, Fla.
Grantham, Lewis Irvin	1916	St. Pauls
Gray, Polk Cleybourne	1904	Statesville
Gray, Ralph Alfred	1926	Greensboro
Green, Charles F.	1915	Wilmington
*Greene, Herbert Cooper	1920	Charlotte
Greene, John Gustavus	1919	High Point
GREYER, C. P. (1917)	1909	Morganton
Griffin, Brack C.	1918	Huntersville
*Griffin, Octavius	1925	Rosemary
Griffin, William Russell	1926	Fremont
Griffith, W. (1914)	1923	Hendersonville
Grimes, David	1924	Robersonville
Grimes, Thos. Walter	1920	Salisbury
Grissom, Gilliam	1922	Raleigh
Grove, Charles Elmer	1922	Asheville
*Guion, Clayton Lloyd	1921	Aberdeen
Guion, Clyde Doyle	1919	Cornelius
Guion, Howell Newton	1921	Marshville
*Guiton, John Albert	1921	Whiteville
Gunter, Charles Newton	1926	Durham
Gurley, William Burden	1917	Windsor

H

Hair, Robert Clifton	1924	Pineville
Hales, Ralph A., Jr.	1925	Spring Hope
*Hall, James Malcolm	1922	Wilmington
Hall, James Malcolm, Jr.	1928	Wilmington
Hall, Jas. Samuel	1926	Fayetteville
Hall, John Perry	1925	Oxford
Hall, Sam Cannady (1924)	1931	Oxford
Hall, Stacy Buckner	1926	Mocksville
Ham, Thos. J., Jr.	1926	Yanceyville
*†*Hancock, Franklin Wills*	1880	Oxford
Hand, Jasper Kennedy	1922	N. Charlotte
Hardee, Aldridge Kirk	1924	Graham
Hardee, Wm. Edmund	1927	Charlotte
*Hardin, Eugene Brooks	1924	Wilmington
*†*Hardin, John H.*	1880	Wilmington
Hardwicke, St. John Hart.	1924	Wake Forest
*Harper, C. P.	1904	Selma
Harper, Carl Talmadge	1917	Zebulon
*Harper, Wm. Lacy	1926	Aberdeen
*Harrell, John Wm., Jr.	1926	Raleigh
Harrison, Louis Swepson	1927	Weldon
Harrison, Thomas N., Jr.	1916	Littleton
Hart, John Albert	1927	High Point

Hart, L. W.	1921	Fayetteville
Hart, Robert Lee	1920	Southern Pines
Harville, Reese Courts	1917	Thomasville
Haupt, Edward	1925	Newton
Hayes, Geo. Everett	1920	Hickory
Haymore, Jos. Baxter	1927	Maxton
Haywood, C. L.	1910	Durham
*HEDGEPETH, R. A. (1931)	1924	Lumberton
Henderson, Guilford Elerby	1927	Lynchburg, Va.
Herndon, Claude Nash (1922)	1928	Greensboro
*Herring, Needham R.	1917	Wilson
*Herring, Robert Roscoe	1917	Oxford
Hester, Fred	1922	Asheville
Hesterly, Louis Enloe	1914	Hendersonville
HICKS, HENRY T. (1917)	1897	Raleigh
Hicks, John Elias Faison	1930	Goldsboro
Hilton, Charles McLane	1908	Greensboro
*Hobbs, Alden	1926	Kinston
*Hocutt, Delma Desmond	1920	Henderson
Hodges, Fred Hopkins	1925	Boone
Hoffman, Joseph Filson	1920	High Point
*Hogan, Alexander Lacy	1924	Kinston
Holland, Henry Odessa	1915	Apex
Holland, Robert Frank	1925	Charlotte
Holland, Willis Froneberger	1924	Mount Holly
Hollingsworth, Joseph	1919	Mount Airy
Holroyd, Robt. McTerrin	1928	Whiteville
Holshouser, John Leidy	1929	Chapel Hill
Hood, Hal C.	1918	Smithfield
*Hood, John C.	1919	Kinston
Hood, Richard Thornton	1920	Kinston
†*Hood, Thos. Ruffin*	1880	Smithfield
Hood, Thos. R., II	1925	Dunn
Hooper, Fred Lambert	1929	Sylva
Hord, Julian Cletus	1925	Washington, D.C.
Horne, S. Ruffin	1920	Fayetteville
*HORNE, W. W. (1917)	1900	Fayetteville
Horseley, Howard T. (1917)	1926	Bessemer City
Horton, John Palmer	1925	N. Wilkesboro
Horton, Roland Wm.	1925	Monroe
House, Joseph	1924	Beaufort
Hoyle, Marion H.	1919	Cooleemee
Hudson, Joe Parks	1925	Monroe
Hufham, Walter	1918	Morehead City
Hughes, John Robert	1919	Madison
Hunter, J. Boyce	1921	Charlotte
Hurdle, Oscar Lee	1928	Aulander
Hutchins, James Alexander	1910	Winston-Salem

I

Irvin, Otho Leroy	1924	Concord
Iseley, George A.	1920	Raleigh

J

Jacobs, Marion Lee	1927	Chapel Hill
Jackson, Jasper Carlton	1927	Woodland
Jackson, Leonidas	1924	Erwin
*JAMES, ALBERT ALLISON	1916	Winston-Salem
James, Charles Jordan	1930	Hillsboro
*Jarrett, Lloyd Montaville	1922	Biltmore
Jenkins, Charles McBride	1925	Old Fort
Jenkins, Lawrence Wilson	1922	Greensboro
Jenkins, Sam	1929	Walstonburg
Jernigan, Rupert	1915	Fayetteville
Jetton, W. A.	1912	Davidson
JOHNSON, JAS. EDWIN	1928	Lumberton
Johnson, Jay Hugh	1928	N. Wilkesboro
Johnson, Roy Josiah	1924	Asheville
Johnson, William Lewis	1924	Raleigh
Joiner, Arthur Eugene	1924	High Point
Joiner, Leon B.	1920	High Point
Jones, Alpheus	1915	Warrenton
Jones, Dolan	1927	Monroe
Jones, John Barnes	1913	Lexington
Jones, John Lee	1924	Canton
*Jones, Joseph Hunter	1919	Haw River
*Jordan, Dillon Leroy	1921	Raleigh
Justus, William Hicks	1887	Hendersonville

K

Kale, Robert Glenn	1931	Winston-Salem
Kelly, George Carl	1928	Lillington
Kendall, Bloomfield Horton	1922	Shelby
Kerner, Lewis Clarence	1905	Henderson
Kerr, Jas.	1930	Liberty
Kibler, Ralph Emory	1922	Morganton
Kimball, Clarence Victor	1927	Washington, D.C.
King, B. Frank	1928	Hickory
King, J. R.	1915	East Durham
Kirby, Guy Smith, Jr.	1920	Marion
Kirkham, Paul Edwin	1926	Pulaski, Va.
Kirkpatrick, Geo. Luther	1928	Black Mountain
Knight, Robt. S., Jr.	1926	Ocean View, Va.
*Koonce, John Edw.	1918	Chadbourn
Koonts, Archie Alva	1931	High Point
Kunkle, Austin Boyd	1925	Conover
Kyser, Edw. Vernon	1923	Rocky Mount

L

*Lamar, W. L.	1925	Albemarle
Lamm, Lewis Marion	1924	Mount Airy
Landquist, Thomas Eugene	1899	Winston-Salem
Langdon, Ralph Edw.	1924	Raleigh
Lasley, Matthew Ivey	1924	Winston-Salem
Lawing, Karl Lauder	1922	Lincolnton
Lawrence, Clement L.	1929	Asheville
Layton, Clifford Chas.	1925	Laurinburg
Lazarus, Jos.	1925	Sanford
Lea, Lumartin, John	1927	Maxton
Lea, Verne Duncan	1920	Charlotte
*LEE, PARMILLUS A. (1918)	1906	Dunn
Leggett, W. A.	1897	Edenton
Legette, John Salathiel	1928	Raleigh
Lewis, Horace R. (1917)	1930	Asheville
Lewis, Wilson E.	1919	Mount Olive
Liles, Wayland Andrew	1924	Durham
LISK, DANIEL CLYDE (1929)	1920	Charlotte
Lloyd, Thomas Philip	1920	Chapel Hill
Loftin, James Urus	1924	Albemarle
Long, Roy (1920)	1925	Brevard
*Lord, Charles A.	1916	Asheville
Lunn, Frank Haliburton	1917	Winston-Salem
Lutz, Horace Cleveland	1909	Hickory
Lynch, Norman Walker	1920	McColl, S. C.
Lynn, Robert Marion	1925	Gastonia
*Lyon, F. F.	1916	Oxford
*Lyon, Robert P.	1919	Charlotte

M

Mabry, Chas. Snellings	1917	Hamlet
McCrimmon, Daniel David	1928	Hemp
McCrummen, Daniel Clayton	1926	Aberdeen
McDaniel, Paul Love	1931	Goldsboro
McDaniel, Wm. Aubrey	1919	Enfield
*McDonald, A. H. (1919)	1927	West Durham
McDonald, W. R., Jr.	1921	Lenoir
*McDowell, Norfleet Owen	1921	Scotland Neck
McDuffie, Roger Atkinson	1915	Greensboro
McGee, Robt. Henry	1921	Belton, S. C.
McKay, Daniel McNeill	1917	Durham
McKenzie, Lacy McKinnon	1920	Lumberton
McKesson, Louis Walton	1902	Statesville
*McKinney, Wm. Merriman	1928	Greensboro
McKnight, L. E.	1921	Fayetteville
McLeod, Alton Brooks	1928	Mebane
McMillan, John D.	1916	Lumberton
McMullan, Francis Hunter	1918	Old Fort
McNeely, Ralph Parker	1929	Charlotte
*McNeill, Geo. K.	1906	Rowland
Macon, Arthur Boise	1918	Pilot Mountain
*Malone, Charles Everett	1917	Salisbury
Markham, George Wilbur	1929	Greensboro
*Martin, Alfred Newman	1922	Rosemary
Martin, Sydnor L., Jr.	1924	Leaksville
Mathes, T. J.	1924	Durham
*Mathews, Chas. E., Jr.	1919	Roanoke Rapids
Matthews, George W.	1922	Asheville
Matthews, Walter Forest	1915	Randleman
Matthews, William McD.	1928	Wilson
*Mattocks, A. McL. (1911)	1928	Wilmington
MATTON, G. A. (1917)	1885	High Point
Mauney, Walter McCombs	1928	Murphy
Medford, DeVere Keith	1928	Clyde
Melvin, Marion Butler	1924	Roseboro
Melvin, Perry Jenkins	1920	Raleigh
Meroney, Felix Porter	1929	Greensboro
Merriman, Wm. Doctor	1929	Charlotte
Miles, Morton Clifton	1917	Henderson
Miller, Carl Tienken	1916	Roxboro
*Miller, Charles Borden	1890	Goldsboro
*Millican, Alexander G.	1921	Wilmington
Mills, John Craton	1919	Cliffside

Mills, Joseph Arthur	1922	Tabor
Mills, Robt. S., Jr. (1924)	1930	Marion
Mintz, M. B.	1929	Southport
MISSILDINE, E. E. (1917)	1902	Tryon
*Mitchell, Crudup P. (1917)	1922	Burlington
Mitchell, Franklin Troy	1924	Fairmont
Mitchell, Henry Gother	1914	Hamlet
Mitchener, John A.	1922	Edenton
*Moir, Archie L.	1919	Fayetteville
Montague, Geo. W.	1919	Durham
Mooneyham, Oscar Jeter	1927	Henrietta
*Moore, Aurelius Roy	1924	Wilson
Moore, Harold Porter	1927	Charlotte
Moore, John Patrick	1926	Middlesex
Moore, Milton Alvin	1926	Roxboro
Moore, Thomas John	1927	Wilson
Moose, George Kelly	1925	Boone
Moose, Hoy Archibald	1927	Mount Pleasant
*Moose, Walter Lee	1924	Albemarle
Morgan, Ralph Siler	1929	Spruce Pine
Morrisette, Calvin Black	1919	Elizabeth City
Morrison, Matthew S.	1906	Wilson
Morriss, Wilton Hamlin	1929	Roxboro
Mullen, Lester Boyd	1922	Asheville
Munday, Clifton Conner	1922	Taylorsville
Munday, James Coleman	1921	China Grove
Murphy, Chas. Lee	1917	Salisbury
Murr, George Frank	1931	Thomasville

N

Nance, John Sanford	1922	Charlotte
*Nelson, John Basil	1929	Burlington
Nelson, Stacy Gordon	1927	Danville, Va.
Neville, Augustus, Jr.	1927	Spring Hope
Newsome, Henry C.	1921	Winston-Salem
Nicholson, A. T.	1915	Tarboro
*Nicholson, M. A.	1918	Troy
Niestlie, William	1887	Wilmington
Norman, J. P. (1924)	1930	Yadkinville
*Nowell, Wm. Robert	1913	Wendell
Nye, Geo. Lanneau	1919	Laurinburg

O

Oakley, Curtis Hill	1929	Roxboro
O'Brien, Joseph I.	1922	Pinehurst
O'HANLON, E. W. (1929)	1928	Winston-Salem
O'Neal, Walton Prentiss	1895	Belhaven
Overman, Harold Speight	1908	Elizabeth City

P

*PAGE, B. FRANK (1930)	1906	Raleigh
Palmer, Archibald Wm.	1925	Sanford
Parker, Fernando Wood	1924	Raleigh
Parker, Richard Smith	1922	Murphy
Parker, Walter Wellington	1915	Henderson
*Parker, W. W., Jr.	1924	Henderson
Parrish, Leland Frederic	1931	Middlesex
Patillo, Roy Clifford	1924	Macon, Ga.
Perry, Elijah B. (1919)	1929	Littleton
*Petrea, Fred Smith	1920	Greensboro
Phifer, Bascom Rommie	1929	Monroe
Phillips, Calvin Bynum	1920	Lincolnton
Phillips, Millard Brown	1919	China Grove
Phillips, Wm. Penn	1927	Gastonia
Pickelsimer, J. B.	1929	Brevard
Pierce, James Stanley	1920	Rocky Mount
Pierce, Malcom Ernest	1920	Charlotte
Pigott, Dan Shepard	1926	Greenville
Pike, Joseph Wm.	1922	Concord
*PILKINGTON, G. R. (1920)	1898	Pittsboro
Pinnix, Joe Leak	1931	Kernersville
Pinnix, John Marshall (1917)	1926	Kernersville
Pinnix, William Maple	1925	New Bern
Pleasants, Frank R.	1919	Louisburg
Poole, Laurie Brittain	1924	Greensboro
Pope, Henry Lennon	1908	Winston-Salem
Porter, Charles Davis	1924	Concord
Porter, Clifford	1922	Black Mountain
Powell, Joseph Clements	1928	Charlotte
Powers, L. Bruce	1915	Raleigh
Price, Samuel Howard	1920	Mooresville
Prince, Robt. M.	1928	Greenville, S. C.
*PURCELL, SAM M. (1919)	1909	Salisbury

Q

Quinn, Flay Dewitt	1921	Shelby

R

Ray, Clifford W.	1925	West Jefferson
Ray, Ervin Linwood	1926	Asheboro
Rayburn, Hansel Lewis	1925	Hot Springs, Va.
RAYSOR, C. A. (1917)	1904	Asheville
Reaves, Edwin Leroy	1920	Asheboro
Reaves, L. E.	1915	Raeford
Rees, Henry Ebenezer	1924	Salisbury
Reeves, Jefferson	1924	Waynesville
Reinhardt, Robt. Lee	1919	Forest City
Reins, Chas. Cicero (1925)	1930	Winston-Salem
*Rhodes, Cader	1924	Raleigh
Rhyne, Clarence Little	1922	Statesville
Rhyne, Wayne Frank	1925	East Gastonia
Rice, Leslie Davis	1924	Charlotte
Richardson, Odell K.	1931	Sylva
*Ridenhour, Davidson Giles	1917	Mount Gilead
Rigby, John Neal	1928	Asheville
Rimmer, Eugene Freeland	1913	Charlotte
Rimmer, Robert Meril	1921	Franklin
Ring, Clifton A.	1908	High Point
Ring, Clifton A., Jr.	1927	High Point
Ring, Luther Branson	1922	Mount Olive
Ring, William Alexander	1897	High Point
Rives, Herbert Lisle	1924	Bethel
Roberts, Herschel	1918	Weaverville
Roberts, Hubert Earl	1926	Marshall
*ROBINSON, ERNEST F. (1930)	1926	Wilmington
Robinson, John Linwood	1919	Rutherfordton
*Rogers, Ralph Peel	1912	Durham
Rogers, William Fletcher	1915	Durham
Rogers, William Leroy	1929	Gastonia
*Rose Ira Winfield	1906	Rocky Mount
Ross, Henry Clay	1924	Winston-Salem
Roycroft, Wm. Ruffin	1925	Coats
Rudisill, Jones Solomon	1910	Forest City

S

Salling, A. T.	1912	Wilmington
Sanders, A. J. (1913)	1924	Gastonia
Sanford, Roger Derrick	1922	Winston-Salem
Sappenfield, Jas. Alex	1926	Kannapolis
Sauls, M. M.	1915	Ayden
*Saunders, Lawrence S.	1927	Wilmington
Savage, Robert	1928	Fairmont
Saxon, Hershel A.	1930	Tryon
Scoggin, Lewis Edward, Jr.	1931	Louisburg
Scott, John M.	1898	Charlotte
Scroggs, Fleet Hall	1926	Statesville
Scruggs, Richard Goldwine	1920	Asheville
Seawell, Charles Carson	1912	Greensboro
Secrest, Andrew McDowd	1907	Monroe
Selden, Jos. Stancell	1927	Tarboro
Senter, Plennie Lloyd	1921	Raleigh
Sewell, Guion Linwood	1927	Fayetteville
Shelton, Claude Fuller (1916)	1929	Chadbourn
Sheppard, J. W.	1896	Charlotte
Sherard, J. Frank	1922	Hendersonville
Shieder, George Abbott	1917	W. Asheville
Shuford, Lloyd Durham	1925	Gastonia
Simpson, Louis Boyd	1927	Rock Hill, S. C.
Simpson, Thomas S.	1916	Winston-Salem
*Sinclair, Edw. Grady	1927	Raleigh
Sisk, Charles Jones	1925	Bryson City
Siske, Grady Cornell	1922	Pleasant Garden
Sitison, Jas. Andrew	1927	Mount Airy
Sloan, Reuben Richard	1930	Stony Point
*Sloop, Lonnie Leyburn	1919	Cherryville
*Smith, Casper	1914	Wilson
Smith, Chas. Henry	1919	Charlotte
Smith, Frank S.	1907	Asheville
Smith, Frank T.	1888	Franklin
Smith, Leon	1920	Kannapolis
Smith, Mattie Elizabeth	1926	Charlotte
Smith, Thel Eugene	1931	Goldsboro
Smith, Verner Franklin	1929	Greensboro
Snuggs, Wm. Henry	1911	Albemarle
Sowell, Sam	1924	Hamlet
Sparks, Jas. Ellis	1926	Hertford
Spiggle, Jas. Blaine	1930	Draper
Spoon, Jas. Merritt	1926	Charlotte
Spoon, Kenneth Bryan	1928	Charlotte
Stacy, Lewis Blanton	1929	Gastonia
Stamps, Joseph Neal	1929	High Point
Stanback, Thos. Melville	1917	Spencer
Stevenson, John Thomas	1919	Elizabeth City

Stimson, J. H.	1912	Statesville
Stone, Albert Hermann	1922	Spray
Stone, Benjamin Franklin	1929	Lumberton
Stone, Wilbert Lawrence	1922	Franklinton
Stowe, Harry R.	1912	Charlotte
*STOWE, JAMES P. (1921)	1906	Charlotte
Stowe, Lester H.	1910	Charlotte
Stratford, Parke C.	1919	Greensboro
Streetman, J. W. (1919)	1925	Marion
*Suggs, Robert Bailey	1906	Belmont
Sullivan, Lawrence Steers	1928	Durham
Summerlin, Arthur Rogers	1927	Laurinburg
*Summey, Kelly Nims	1924	Mount Holly
Summey, Ptolemy Durant	1924	Dallas
Summery, Purvey Burpee	1924	Mount Holly
Suttle, Julius Albert	1919	Shelby
Suttlemyre, P. J.	1922	Hickory
SUTTON, JAMES LINWOOD	1915	Chapel Hill
Swaney, Charles Arthur	1925	Charlotte
Swaringen, DeWitt C.	1909	China Grove
Swindell, Edmund Slade	1922	Durham

T

Tainter, Dean (1925)	1931	Marion
*Tarkenton, Edward L.	1903	Wilson
Tart, David Whitfield	1916	Roseboro
Tate, Earl Henry	1925	Lenoir
Tatum, J. M.	1928	Asheville
Taylor, Leroy Boone	1927	Jackson
Taylor, William P.	1919	Roanoke Rapids
TEAGUE, M. F. (1919)	1917	Asheville
Temple, Jasper Owen	1915	Kinston
Templeton, Geo. Seckler	1927	Mooresville
*Thomas, E. E. (1915)	1929	Roxboro
*Thomas, E. R.	1907	Erwin
*Thomas, Wm. Graham, Jr.	1927	Varina
Thompson, James Lee	1925	Reidsville
*THOMPSON, PAUL HERBERT	1925	Fairmont
Thornton, Wm. Herbert	1920	Newton
Threatt, Julius Blakeney	1929	Durham
Thrower, Hiram Eldridge	1919	Southern Pines
Tilley, John Everett	1924	Winston-Salem
Tingen, Wm. Z.	1928	Charlotte
Tolson, Jas. Garland	1927	Henderson
Toms, Bate Carpenter	1919	Salisbury
Toms, Elmo Reid	1924	Wilmington
Townsend, J. H.	1915	Red Springs
*Tripp, Guy Oscar	1924	Elm City
Trotter, Jas. Robert	1917	Salisbury
Trotter, Pinkney Lawson	1930	Pilot Mountain
Tucker, R. H.	1919	Reidsville
Tucker, William M.	1919	High Point
Tugwell, James Benj.	1916	Lillington
Turner, Walter D.	1928	Elkin
Turnmyre, Arthur P.	1922	Mount Airy

U

Umstead, Oscar Logan	1928	Beaufort
Underhill, John Alexander	1929	Cary
Underwood, J. T.	1918	Liberty
Usher, Joseph Thames	1931	Greensboro
*Utley, Herbert Sherrill	1926	Benson

V

Vinson, Emmett L.	1922	Halifax
*Vinson, James T.	1923	Goldsboro

W

Walker, Archie D.	1925	Winston-Salem
Walker, Benj. Wyche	1917	Rocky Mount
Walker, Harry W. (1919)	1929	Norlina
Walker, Hubert Long	1930	Greensboro
Walker, Irving	1921	Reidsville
Walker, Thomas A.	1917	Charlotte
Wallace, Arthur Clegg	1924	Star
Walton, John Cornelius	1931	Marshall
Walton, Russell Charles	1928	Raleigh
Ward, Edward Harvie	1924	Tarboro
Ward, Waits Artemus	1924	Swannanoa
Warren, Bowman Glidewell	1927	High Point
Warren, Burney Simon	1914	Greenville
Warren, Junius Campbell	1922	Dunn
Wartman, Chas. Jenkins	1930	Henderson
Waters, George W., Jr.	1910	Goldsboro
Watkins, Frank Day	1930	Charlotte
Watkins, Witcher Overton	1922	Rutherfordton
Watson, H. P., Jr.	1917	Winston-Salem
*Weatherly, Andrew Earl	1920	Greensboro
Webb, Eugene Lea	1919	Thomasville
Webb, Thomas Paul	1921	Shelby
Welborn, William Fowle	1919	Lexington
Welch, Wm. Dorsey, Jr.	1929	Morehead City
*WELFARE, S. E. (1917)	1917	Winston-Salem
West, Jas. F.	1928	Belmont
*West, Wilbur Latham	1929	Roseboro
Wheeler, C. Rankin (1920)	1930	Winston-Salem
Whitaker, Frank Bundy	1931	Gastonia
White, Clarence Bernard	1927	Henderson
*White, Delmar Frederick	1930	Mebane
White, Elliott Sylvester (1922)	1931	Burlington
White, Frederick Linley	1922	Mebane
White, George Spencer	1924	Lexington
White, Henry Garfield	1916	Elm City
White, James I.	1918	Burlington
White, Jas. Stark	1921	Mebane
White, John Albert	1921	Jonesboro
White, John Jennings	1926	Henderson
White, Joseph Alphonso	1921	Mooresville
White, Julian E.	1915	Raleigh
WHITE, LUTHER	1921	Rocky Mount
White, R. L.	1930	Leaksville
White, Walter Rodwell	1910	Warrenton
White, William Garner	1931	Charlotte
Whitehead, Jefferson D., Jr.	1926	Enfield
Whitehead, Chas. R.	1927	Ramseur
*WIGGINS, WILLIAM WINSTON	1931	Raleigh
Wilkins, William Robt.	1918	Hendersonville
Williams, A. H. A.	1916	Oxford
Williams, H. C.	1912	Canton
*Williams, John Cossie	1921	Bessemer City
Williams, M. Van B.	1920	Winston-Salem
Williams, Morrison P.	1902	Charlotte
†*Williams, Robt. Ivey* (1930)	1880	Raleigh
Williamson, C. M.	1926	Concord
Williamson, Joseph Worth	1924	Mooresville
Willis, Beatrice Averitt	1922	Raleigh
Willis, Robert Moore	1921	Southport
Wilson, Claude Arthur	1925	Monroe
Wilson, Eugene C.	1921	Burlington
Wilson, Lowry Reed	1924	Lowell
Wilson, Thomas Harvey	1924	Thomasville
Wilson, Thomas Vernon	1924	Hendersonville
Wilson, Wm. Brown	1920	Hendersonville
Winders, Hal Marion	1925	Farmville
Wolfe, Benj. Houston	1919	Charlotte
Wolfe, Drayton	1919	Lincolnton
Wolfe, William Samuel	1918	Mt. Airy
Wood, Ernest Harvey	1928	New Bern
Woodard, Ernest V.	1919	Selma
*Woolard, Edward Watson	1922	Henderson
Wooten, John Wm. Franklin	1927	Raleigh
Worthington, E. C.	1925	Washington
Wrike, Walter Curtis	1922	Graham

Y

Yongue, Jas. Douglas	1927	Pickens, S. C.
†*Young, J. R.* (1930)	1880	Raleigh
Young, John	1918	Charlotte

Z

*†*Zoeller, Edward V.*	1880	Tarboro

ASSOCIATES

Adams, Lowry Thomas	1924	Winston-Salem
Almond, Chas. A.	1929	Wilmington
Anderson, C. J.	1930	Highlands
Angel, T. W., Jr.	1930	Franklin
Austin, David McBride	1927	Maxton
Barefoot, Earle G.	1929	Canton
Barnes, Tal S.	1929	N. Wilkesboro
Bass, J. A.	1929	Wilson
Betts, R. E.	1930	High Point
Brame, Robt. Marvin, Jr.	1929	N. Wilkesboro
Browne, Ernest	1929	Elkin
Browning, Alton Cain	1928	Greensboro
Bryan, E. L.	1928	Aberdeen
Caplan, Isaac Leo	1922	Old Fort
Charles, Gloma A.	1919	Aberdeen
*Coble, H. Floyd	1925	Greensboro
Correll, Leslie James	1925	Kannapolis
Cox, Thomas M.	1922	Asheville

Coxe, James Sherwood	1920	Raleigh
Currens, Turner Fee	1926	New York City
Dean, Chas. Adolphus	1927	Notasulga, Ala.
Dixon, Herman Lewis	1922	Charlotte
Dorsey, E. G.	1928	Henderson
English, Nereus C.	1924	Monroe
*Ferrell, John Calvin	1926	Durham
Fleishman, A. M.	1927	Fayetteville
Funderburk, Rupert	1924	Monroe
Garland, Robert G.	1929	High Point
Greene, J. Frank	1929	Bakersville
Griffin, Ellerbe Wilson	1922	Kings Mountain
Griffin, Thomas Williams	1931	Statesville
Hall, James Henry	1925	Lenoir
*Harrelson, R. C.	1930	Tabor
Henderson, Leonard Willis	1925	Franklinton
Heslip, F. W.	1929	Wilmington
Hicks, Ernest L.	1923	Concord
Hoey, Frank Ernest	1922	Shelby
Hunt, Lyman Baker	1928	Durham
Hutchins, Walter E.	1930	Winston-Salem
Johnson, William Spurgeon	1930	Rocky Mount
Johnston, John F.	1929	Mooresville
Jumper, L. C.	1928	Black Mountain
Laidlaw, Herbert Rhodes	1925	Salisbury
Lewis, Edmund Wilkins	1925	Jackson
Little, George Robert	1920	Saluda
Long, Lipman Aaron	1926	Mount Olive
Mabry, C. P.	1925	Hamlet
McLarty, Geo.	1926	High Point
Marrow, A. S.	1928	Morehead City
Marsh, Joseph Brooks	1922	Salisbury
Mashburn, Pinky Hodge	1922	Old Fort
Matthews, Weldon C.	1929	Morehead City
Maus, Fred B.	1929	Greensboro
Michael, W. E.	1929	West Asheville
Mitchell, H.	1927	Raleigh
Murrow, Lelon Colquitt	1925	Asheville
Musgrove, Wm. McKinley	1927	Catawba
Page, Clarence Esiah	1922	Henderson
Pass, Fred	1931	Hayesville
Peeler, George Calvin	1922	Salisbury
Perry, Jas. Edward	1929	Franklin
Perry, Nathan B.	1926	Charlotte
Phillips, William B.	1929	Goldsboro
Ratchford, G. Rufus	1929	Gastonia
Rittenbury, R. S.	1929	Bailey
*Robertson, W. N. (1920)	1929	Laurinburg
Robertson, Wm. Zenas	1925	Burnsville
Rollins, P. D.	1928	Asheville
Rouse, Leonard A.	1930	Charlotte
Rush, Wesley S.	1929	Candor
Russell, G. A.	1925	Greensboro
Russell, Lon D.	1931	Greensboro
*Sheffield, Bernard C.	1929	Warsaw
Simpson, Harvey	1930	High Point
*Stephenson, B. O.	1928	Shelby
Summers, W. R.	1928	Kings Mountain
Taylor, Chas. A.	1927	Charlotte
Taylor, Wiley Roberts	1924	Fairmont
Taylor, William Mabry	1927	Winston-Salem
Thomas, Robert Henry	1927	Sanford
Viall, Wesley R.	1925	Pinehurst
Welch, John E., Jr.	1928	Asheville
*Whitley, W. Y.	1929	Fremont
Yandle, Lester Hunter	1925	Matthews
Young, Richard E.	1929	Asheville

HONORARY

Beal, James Hartley	Cocoa, Fla.
Chase, Harry Woodburn	Urbana, Ill.
Daniels, Josephus	Raleigh, N. C.
Graham, Frank Porter	Chapel Hill, N. C.
Holton, Chas. Wm.	Essex Falls, N. J.
Kelly, Evander F.	Baltimore, Md.
Rusby, H. H.	New York City
Venable, Francis Preston	Chapel Hill, N. C.
Wooten, Thomas V.	Chicago, Ill.

TOTAL MEMBERSHIP

Regular Members	729
Associate Members	84
Charter Members	6
Life Members	32
Honorary Members	9
Total	860

THE TRAVELING MEN'S AUXILIARY

OFFICERS

W. A. BURWELL *President*
A. D. POLLARD *Vice-President*
J. FLOYD GOODRICH *Secretary-Treasurer*

BOARD OF GOVERNORS

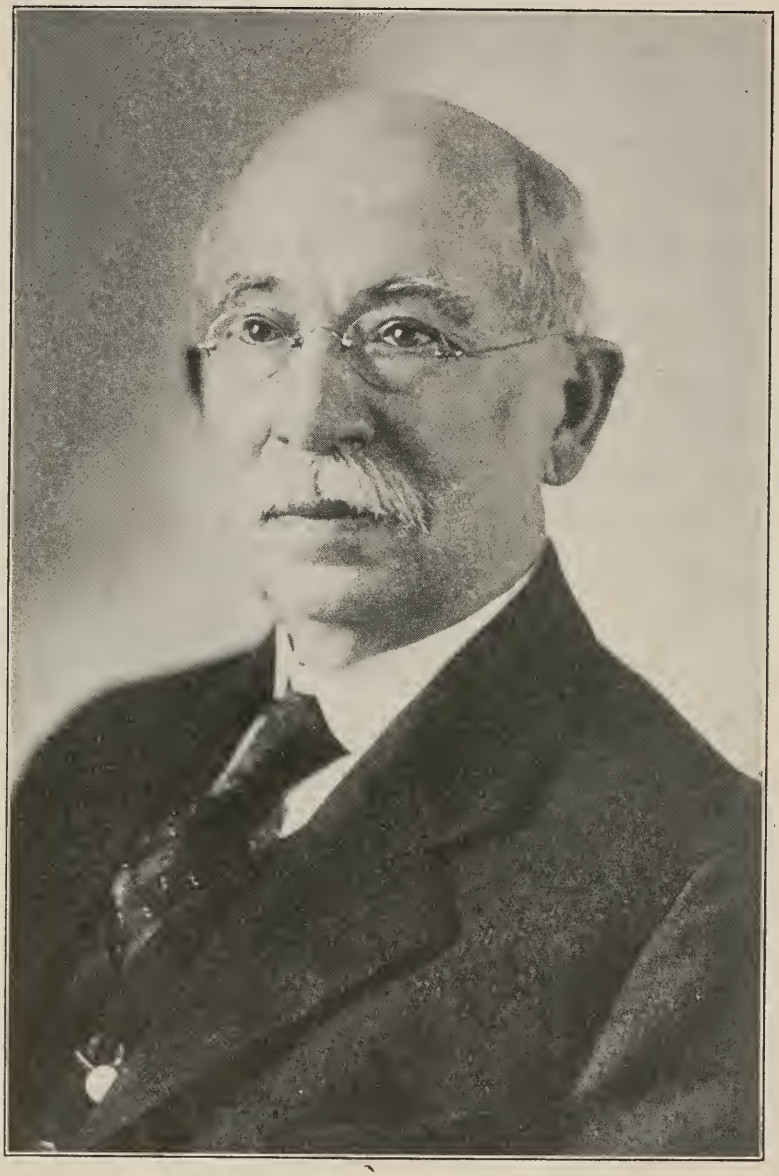
P. A. HAYES Greensboro
JIM COPPEDGE Raleigh
W. MCELVEEN Charlotte
J. B. O'BANNON Charlotte
C. RUSH HAMRICK Shelby

MEMBERS

(List Supplied by Secretary Goodrich)

Name	*Firm Represented*	*Home Address*
Alexander, Ralph	Russell McPhail, Chocolates	Box 334, Marion
Ballard, R. J.	The Beaufont Co.	704 Chestnut St., Greensboro
Barbee, M. C.	Barbee-Hayes Co.	Greensboro
Barley, A. F.	Muth Bros. and Co.	3222 Auchentoroly Terrace, Baltimore, Md.
Barnes, H. L.	I. Fischman and Sons	2006 Glenwood Ave., Raleigh
Barnette, J. G.	E. B. Read and Son Co.	204 Hawthorne Lane, Charlotte
Bender, W. R.	Young Rubber Co.	Pollocksville
Bissett, L. W.	Standard Pharmacy Corp.	809 Pearson St., Greensboro
Black, C. L.	Vick Chemical Co.	Greensboro
Bowers, J. B.	Owens and Minor Drug Co.	1002 E. Cary St., Richmond, Va.
Boyette, F. M.	The Upjohn Co.	Fayetteville
Brame, W. A.	Sharpe and Dohme	Ricks Hotel, Rocky Mount
Bundy, F. L.	The Norwich Pharmacal Co.	2232 The Circle, Raleigh
Burwell, W. A.	Eli Lilly and Co.	Raleigh Hotel, Raleigh
Cagle, R. C.	Scott Drug Co.	Box 245, Rockingham
Civil, John K.	Norwich Pharmacal Co.	Box 52, Elizabeth Sta., Charlotte
Clark, Geo. I.	Canada Dry Co.	136 Peachtree St., Atlanta, Ga.
Coble, H. Floyd	O. Henry Drug Stores	Greensboro
Coppedge, J. B.	W. H. King Drug Co.	Raleigh
Coppedge, J. W.	W. H. King Drug Co.	Raleigh
Cross, A. R.	The Penslar Co.	1615 DeBree Ave., Norfolk, Va.
Cummings, G. W.	Welch Grape Juice Co.	2718 Griffin Ave., Richmond, Va.
Davis, R. C.	Johnson and Johnson	8 N. 14th St., Richmond, Va.
Deaver, H. V.	Peabody Drug Co.	Durham
Dixon, Walter R.	Bauer and Black	Charlotte
Edwards, Wallace E.	Durham Ice Cream Co.	Box 965, Durham
Fourqurean, F. L.	Vortex Company	1209 E. Trinity Ave., Durham
Gaddy, H. M.	Sharp and Dohme	Mecklenburg Hotel, Charlotte
Goodrich, J. F.	B-C Remedy Co.	2121 Club Blvd., Durham
Hamrick, C. Rush	Kendall Medicine Co.	Shelby
Harrell, J. W.	E. R. Squibb and Sons	1917 Sunset Drive, Raleigh
Hayes, P. A.	Justice Drug Co.	Greensboro
Heist, R. D.	Parke, Davis and Co.	Box 1098, Wilson
Henderson, R. B.	Peabody Drug Co.	Durham
Hewett, J. B.	Va. Dare Extract Co.	Washington
Hicks, Henry T.	Capudine Chemical Co.	Raleigh
Hitchcock, H. L.	Hollingsworth Candy Co.	Box 2239, Winston-Salem
Hoft, B. A.	Powers-Taylor Drug Co.	Kinston
Hubbard, S. L.	Norris Candies	Box 270, Reidsville
Huggins, Herman H.	Henry K. Wampole and Co.	915 Ideal Way, Charlotte
Hunter, I. J.	E. J. Branch and Sons	Box 639, Salisbury
Johnson, R. R.	Tom Huston Peanut Co.	Augusta, Ga.
Lane, Ed.	The Nunnally Co.	217 Circle Ave., Charlotte
Leimkuhler, M. J.	Pictorial Paper Pckg. Corp.	Box 1001, Charlotte
Lennon, W. B.	Robt. R. Bellamy and Son	1916 Ann St., Wilmington

Lowe, R. W.	Bodeker Drug Co.	Chester, Va.
McElveen, W.	Nyal Co.	1244 E. Morehead, Charlotte
Maddox, M. E.	Watling, Mfg. Co.	402 Addison Apt., Charlotte
Marston, R. H.	Upjohn Co.	Kinston
Meritt, F.	Walgreen Co.	415 Seventh Ave., Charlotte
Moore, Zeb. M.	Scott Drug Co.	91 N. Union S., Concord
Neely, J. F., Jr.	Garland C. Norris Co.	Raleigh
Noland, B. A.	The Coca-Cola Co.	Atlanta, Ga.
Norris, Garland C.	Garland C. Norris Co.	Raleigh
O'Bannon, J. B.	Scott Drug Co.	2045 Dilworth Rd., E. Charlotte
Page, C. W.	Chicago Sign Sales Co.	210 S. Brevard St., Charlotte
Pollard, A. D.	Stephen F. Whitman Co.	Wake Forest
Reiner, Nicholas F.	Amer. Drug Fire Ins. Co.	250 Kimberly Ave., Asheville
Reynolds, J. B., Jr.	Liquid Carbonic Co.	874 Penn. Ave., Atlanta, Ga.
Sanders, L. C.	Sterling Products Co.	214 College Pl., Greensboro
Shreve, D. L.	Justice Drug Co.	1823 Rolling Rd., Greensboro
Smith, T. L.	Eli Lilly and Co.	2 Carolina Apts., Wilmington
Stanback, F. J.	Stanback Co.	Salisbury
Stanback, T. M.	Stanback Co.	Salisbury
Stephenson, B. O.	Frederick Stearns Co.	Shelby
Stone, M. W.	H. B. Hunter Co.	Box 1303, Charlotte
Toms, V. L.	R. R. Bellamy and Son	520 Dock St., Wilmington
Tracey, A. M.	Maillard's, Inc.	Box 85, Harlem, Ga.
Underwood, H. P.	Upjohn Co.	Fayetteville
Vick, E. W.	Bodeker Drug Co.	Box 136, Goldsboro
Watts, R. M.	W. H. King Drug Co.	Raleigh
Wear, Joe L.	Richard Hudnut	Box 521, Charlotte
White, Geo. L. H.	White Dairy Prod. Co.	Raleigh
White, Wm. A.	Coca-Cola Co.	Box 262, Charlotte
Winter, Ed. C., Jr.	Dixie Cup Co.	Hotel Charlotte, Charlotte
Wolfe, G. E.	G. E. Wolfe Co.	512 Commercial Bank Bldg., Charlotte
Wood, O. T.	Ga. Show Case Co.	405 Blandwood Ave., Greensboro
Zachary, R. H.	Zachary Ins. Agency	Charlotte
Zemmer, Paul	The Armand Co.	Des Moines, Iowa



EDWARD VICTOR ZOELLER, of Tarboro

Member of the North Carolina Board of Pharmacy since 1892 and President of the Board since 1894

At the Fifty-second Annual Meeting of the North Carolina Pharmaceutical Association Dr. Zoeller was re-elected a member of the examining board for a five-year term.

FIFTIETH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

1931

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1931-1932

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

E. V. ZOELLER, Tarboro.....Term expires April 28, 1932
I. W. ROSE, Rocky Mount.....Term expires April 28, 1933
F. W. HANCOCK, Oxford.....Term expires April 28, 1934
J. G. BALLEW, Lenoir.....Term expires April 28, 1935
W. L. MOOSE, Albemarle.....Term expires April 28, 1936

PRESIDENT

EDWARD V. ZOELLER.....Tarboro

SECRETARY-TREASURER

F. W. HANCOCK.....Oxford

ATTORNEY

F. O. BOWMAN.....Chapel Hill

FIFTIETH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Oxford, N. C., June 1, 1931.

To His Excellency,
O. Max Gardner, Governor,
Raleigh, North Carolina.

Sir:

I have the honor to submit to your Excellency and to the North Carolina Pharmaceutical Association, in compliance with Section 6654 of the Consolidated Statutes of North Carolina, a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1931.

Meetings

On May 26, 1881, fifty years ago, the first meeting of this Board was held at Goldsboro. Since that date the Board has held one hundred eighteen (118) meetings.

During the year ending May 31, 1931, two meetings of the Board were held, both in Chapel Hill. These were held on June 11 and 12, 1930, (this being the annual meeting) and November 18 and 19, 1930.

At the Annual Meeting, Mr. J. G. Ballew of Lenoir presented his commission from the Governor as a member of the Board of Pharmacy for a term of five (5) years from April 28, 1930. Attached to said commission was the oath of office taken before the Clerk of the Superior Court of Caldwell County, and he thereupon entered upon the duties of the office.

Examinations

Examinations of Candidates for the certificate of registered pharmacists and the certificate of registered assistant pharmacists were conducted in Chapel Hill at the June and November, 1930, meetings. These examinations were conducted in the Pharmacy Building.

There were 20 applicants for certificate of registered pharmacists, 19 being successful. There were 8 for assistant certificates, 6 being successful. 5 took the Theoretical examination only.

A complete list of these you will find further in this report.

25 certificates of registration as pharmacists by reciprocity were granted.

32 pharmacists were re-registered.

Permits to practice pharmacy were issued to 5 licensed physicians living in towns of 500 inhabitants or less. A list of these you will find further on in this report.

Inspection Work

Many minor irregularities have been corrected through correspondence, and by personal visitations of the Secretary.

The following report is made by Mr. B. Wyche Walker, the Assistant Inspector:

Rocky Mount, N. C., June 1, 1931.

To the Members of the
North Carolina Board of Pharmacy:

Gentlemen:

I have the honor to submit herewith my report of inspection work for the year ending May 31, 1931.

I have visited 304 towns and made 815 inspections of drug stores, 2 grocery stores, 27 patent medicine shops, 4 cafes, 17 service stations; making a total of 865 inspections. Many minor irregularities have been corrected and 9 drug signs have been removed from stores not entitled to use same.

I have examined poison registers and instructed managers of stores that had none to procure same. Upon all examinations of poison registers, emphasis was stressed upon the necessity of registering poisons. I have seen that all drug stores are registered and

that their licenses were renewed and displayed.

I have had one indictment for violation of the pharmacy law issued and have secured two convictions, the case reported at last meeting as awaiting trial having been tried. I have turned over to the Federal Prohibition administrators and Federal Narcotic Administrators all complaints that came under their supervision. Also I have turned over to the Board such complaints as I have received in regards to the intemperate habits of several pharmacists during the year.

I have endeavored to the best of my ability to see that our laws are complied with and enforced and will continue to do so. I gratefully appreciate the coöperation received from the Board during the year.

PROSECUTIONS

State of North Carolina
Duplin County.
State vs. Marston Farrior,
In Superior Court,
Before Hon. G. V. Cowper, Judge.
July 3, 1930.

The defendant Marston Farrior was tried in Superior Court, Duplin County on the charges of operating a drug store permit and allowing persons without license or as an aid to and under the supervision of a licensed druggist to dispense drugs.

The defendant pleads guilty and is fined the cost of court with provision that he does not violate the pharmacy laws again.

State of North Carolina
Johnston County.
State vs. D. C. Poole.
In Johnston County Recorders Court,
Smithfield, N. C.
May 23, 1931.

The defendant D. C. Poole was tried in Johnston County Recorders Court, Smithfield, N. C., on the charges of operating Poole's Cut Rate Drug Store, Clayton, N. C., without a drug store permit and compounding prescriptions without license or as an aid to and under the supervision of a licensed druggist. The defendant pleads guilty and asks for the mercy of the court. Upon the first charge he was fined the cost of court with the provision that he secure permit and operate his store legally. Upon the second charge he was fined $25.00 and cost of the court with the provision that he secure and retain a licensed druggist.

Respectfully submitted,

B. WYCHE WALKER,
Assistant Inspector.

Pharmacists

The following nineteen (19) who took the Pharmacist Examination, were successful, and were registered and licensed.

Barnwell, Walter Clyde	Reidsville
Bell, Henry Clay	Bessemer City
Brantley, John Calvin, Jr.	Raleigh
Burt, Milton Stanly	Apex
Connell, James Beardsley	Winston-Salem
Frontis, Stephens William	Mooresville
Hoggard, Charles Ray	Ahoskie
McDaniel, Paul Love	Goldsboro
McNeill, Arthur Dennis	China Grove
Murr, George Frank	High Point
Pinnix, Joseph Leak	Kernersville
Reaves, Leonard Erastus, Jr.	Raeford
Richardson, Odell Kellie	Sparta
Ruzicka, Joseph Stevens	Elkins Park, Pa.
Schoonmaker, George Bernard	Bradford, Pa.
Welch, William Dorsey, Jr.	Rocky Mount
Whitley, Howard Emsley	Monroe
Wilson, William Alfred	Bolton, S. C.
Wynn, William McKinley (col.)	Powellsville

Re-registered

The following thirty-two (32) Pharmacists have re-registered during the year:

Abernethy, J. G.	Elkin
*Adams, W. J.	Sylva
*Avner, Samuel	Greensboro
Caton, E. J.	Charlotte
Crutchfield, T. G.	Greensboro
Curtis, R. H.	Dillon, S. C.
Curtis, T. A.	McBee, S. C.
Ellis, W. D.	Greensboro
Goode, B. S.	Salisbury
Horsley, H. T.	Bessemer City
Kirkman, P. E.	Winston-Salem
Ledbetter, E. DeB.	Chapel Hill
McBane, T. W., M.D.	Pittsboro
Miller, W. W.	New Bern
Moore, B. C.	Rocky Mount
Nelson, S. G.	Gloucester
Parker, R. H.	Durham
Payne, H. E.	Wilmington
Salley, W. M.	Asheville
Sanders, A. J.	Clover, S. C.
*Sappenfield, W. A.	Charlotte
*Sowell, Sam	Washington, D. C.
Tingen, W. Z.	Charlotte
*Townsend, E. F.	Wilmington
*Tuttle, B. M.	Troy
Watson, H. P., Sr.	Winston-Salem
Whittington, J. M.	Winston-Salem
Witherspoon, E. A. (col.)	Durham
Wolfe, J. C.	Hickory
Wooten, J. W. F.	Fremont
Young, C. T.	Rocky Mount
Young, H. M. (col.)	Asheville

Pharmacists whose names were removed from the registered list for failing to renew license, and for other causes

Forty-one (41) in Number

Bland, J. A.....Charlotte
Buhmann, Walter Winston-Salem
Canady, W. H.....Raleigh
Carpenter, O. B.....Kings Mountain
Chalk, S. A.....Morehead City
Chalker, O. G.....Winston-Salem
Dinwiddie, P. H.....Black Mountain
Dover, H. C.....Charlotte
Fentress, H. L.....Wilmington
Hayley, W. E. (col.).....Concord
Henderson, G. E.....Lynchburg, Va.
Hord, J. C.....Cliffside
Horsley, H. T.....Bessemer City
Ingle, R. H.....Charlotte
Jones, M. L. (col.).....Goldsboro
Knight, R. S., Jr.....Norfolk, Va.
Kyser, E. V.....Rocky Mount
Lunn, F. H.....Winston-Salem
Martin, B. M.....Baltimore, Md.
McMillan, J. D., Jr.....Lumberton
MacNair, W. H.....Tarboro
Mullen, T. L.....Huntersville
Mullen, L. B.....Asheville
Norman, J. S., M.D.....Hickory
Powell, D. E.....Asheville
Powell, J. C.....Charlotte
Propst, G. C.....Sumter, S. C.
Rees, H. E.....Stanley
Rush, G. W. C.....West End
Sisk, C. J.....Bryson City
Smith, W. O.....Washington, D. C.
Snuggs, W. H.....Albemarle
Spoon, J. M., Jr.....Charlotte
Spoon, K. B.....Charlotte
Thompson, Nettie M. (col.).....Snow Hill
Wharton, L. A.....Gibsonville
Curtis, T. A.....McBee, S. C.
Kirkman, P. E.....Winston-Salem
Nelson, S. G.....Gloucester
Payne, H. E.....Wilmington
Sowell, Sam.....Washington, D. C.

Pharmacists Registered by Reciprocity

Twenty-five (25) in Number

Allison, James Barnwell.....Lancaster, S. C.
From Georgia
Barron, Joel Barry.....Charlotte
From South Carolina
Bridgers, Emmett Baxter (Re-reg.)..Marion, S. C.
From South Carolina
Broome, John Clarence.....Raleigh
From South Carolina
Chandler, Emmett Owen.....Leaksville
From Virginia
Chapman, Mrs. Mildred Jeter (col.).....Durham
From Oklahoma
Gatlin, Thomas Revassor (col.) (Re-reg.)
Reidsville
From South Carolina
Gillikin, Claude Elton.....Morehead City
From South Carolina
Green, Louis Houchins.....Asheville
From Kentucky
Holland, Robert Frank (Re-reg.).....Charlotte
From Georgia
Jackson, Oseola (col.).....New Bern
From Tennessee
Judy, Oren Raysor.....Spartanburg, S. C.
From South Carolina
Keffer, Dorn Abram.....Charlotte
From Indiana
Langhorne, William Sylvester, Jr.....Winston-Salem
From Virginia
Matthews, John Troy (Re reg.).....Mooresville
From South Carolina
O'Donnell, John James (Re-reg.)....Winston-Salem
From Georgia
Poston, Bertram Carroll.....Hyman, S. C.
From South Carolina
Robinson, Herman Harwood (Re-reg.)
Elizabethtown
From Virginia
Simpson, Louis Boyd (Re-reg.).....Charlotte
From South Carolina
Snypes, Coley Lambe (Re-reg).....Sanford
From Georgia
Southerland, Wyatt Bradley.....Easley, S. C.
From Georgia
Stein, Meyer.....Philadelphia, Pa.
From Pennsylvania
Voorhees, Paul Lessie.....Greensboro
From District of Columbia
Whitehead, Thomas Edward.....Asheville
From Georgia
Youngblood, Leonard Spencer (Re-reg)
Maiden
From Georgia

This list shows that we registered:
9 from the State of South Carolina
7 from the State of Georgia
3 from the State of Virginia
1 from the State of Kentucky
1 from the State of Oklahoma
1 from the State of Pennsylvania
1 from the State of Indiana
1 from the State of Tennessee
1 from the District of Columbia

Pharmacists from this State registered in other States by reciprocity

Twelve (12) in Number

5 in the State of Virginia
3 in the District of Columbia
1 in the State of New Jersey
1 in the State of South Carolina
1 in the State of Mississippi

Pharmacists whose names were removed from the reciprocity list for failing to renew license and for other causes

Seventeen (17) in Number

Ackerman, H. A.....Winston-Salem
Ackerman, R. N.....Mount Airy

Brakebill, R. L.....Sevierville, Tenn.
Brooks, J. W.....Tryon
Dawson, R. S.....Asheville
Funderburk, E. B.....Stanley
Gray, R. A.....Asheville
Grinstead, C. P.....Roanoke, Va.
Hutchinson, J. M.....Charlotte
Kimball, C. V.....Greensboro
Meroney, F. P.....Murphy
*O'Donnell, J. J.....Elizabethtown, Tenn.
*Simpson, L. B.....Charlotte
Mooneyham, A. O.....Asheville
Webb, J. B. (col).....Greensboro
*White, W. G.....Fayetteville
Youngblood, L. S.....Maiden

Assistants

The following six (6) who took the Assistant Pharmacist Examination, were successful and were registered and licensed:

Barefoot, Earl Graham.....Canton
Carrigan, James Frank.....Salisbury
Griffin, Thomas Williams.....Statesville
Kritzer, Everett Loftus.....Salisbury
Marsh, Joseph Brooks.....Salisbury
Russell, Lon Deal.....High Point

Permitted Physicians

Permits to conduct drug stores in towns of 500 inhabitants or less were granted to the following five (5) Physicians:

Averitt, Horace Osler.....Cameron, Moore County
Houston, Charles Edwin, Peachland, Anson County
Johnson, Wiley Warren.....Manteo, Dare County
Lackey, Walter Jackson, Fallston, Cleveland County
Rose, James Williams.....Pikeville, Wayne County

Physicians whose names were removed from list for failing to renew permits

Seventeen (17) in Number

Averitt, H. O.....Cameron, Moore County
Bonner, J. B.....Aurora, Beaufort County
Brantley, C. H.....Bailey, Nash County
Chapin, W. B.....Moncure, Chatham County
Cook, L. H.....Rich Square, Northampton County
Denton, A. L.....Castalia, Nash County
Helsebeck, C. J.....Walnut Cove, Stokes County
Houston, C. E.....Peachland, Anson County
Parker, J. W., Jr.....Seaboard, Northampton County
Pearson, H. O.....Pinetops, Edgecombe County
Perry, A. H.....Wood, Franklin County
Peterson, C. A.....Spruce Pine, Mitchell County
Purdy, J. J.....Oriental, Pamlico County
Sloop, E. L.....Newland, Avery County
Weaver, W. J.....Leicester, Buncombe County
Wood, J. W.....Boiling Springs, Cleveland County
Wyatt, J. L.....Lilesville, Anson County

Drug Stores

Registered for the year ending May 31, 1931	816
New Stores Registered	19
Discontinued or Closed	62
Dropped for Failing to Register	20
Stores Changed Name of Firm	33
Stores Run by Permitted Physicians	56
Stores Run by Colored Pharmacists	27
Net Loss of Stores for the Year	30
Stores Having Only 1 Licensed Pharmacist	658
Stores Having 2 Licensed Pharmacists	140
Stores Having 3 Licensed Pharmacists	18
Stores Having 4 Licensed Pharmacists	None

Women Pharmacists

Of the total number of Registered Pharmacists in the State 3 are white women and 3 are colored, and one is white Assistant.

Colored Pharmacists

Of the total number of Registered Pharmacists in the State 43 are colored.

Beal Membership Prize

Mr. Robert G. Kale of Catawba, having made the highest average, 89⅕%, of all candidates taking our examinations, November 1930 and June 1931, won the Beal Membership Prize.

North Carolina Board of Pharmacy

BUSINESS ORDER

Roll call and *pro tem.* appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

IN MEMORIAM

They are passing away, the friends of old
Like leaves on the current cast,
With never a break in the rapid flow—
We watch them as one by one they go
Into the dreamland of the past.

E. J. BARKER
Rowland

E. M. DAVIS
Roxboro

W. P. HALL, JR.
Forest City

H. R. HORNE
Fayetteville

DR. E. V. HOWELL
Chapel Hill

G. B. WALTON
East Flat Rock

RECAPITULATION

Candidates Examined and Licensed (Pharmacists)	19
Candidates Examined and Licensed (Assistants)	6
Re-registered (Pharmacists)	32
Registered by Reciprocity (Pharmacists)	25
Registration of Drug Stores	816
Permits Granted to Physicians	5
Pharmacists Dropped for Non-Payment Renewal Fee	41
Pharmacists Dropped from Reciprocity List for Non-Payment Renewal Fee	17
Physician's Permits Dropped for Non-Payment Renewal Fees	17
Number of Deaths	6
Physicians Holding Permits	67
Registered Assistant Pharmacists	17
Total Pharmacists Registered by Reciprocity	159
Total Pharmacists Registered	962
Total Pharmacists including those Registered by Reciprocity	1,121

I respectfully submit herewith the receipts and expenditures for the current year.

FINANCIAL REPORT

North Carolina Board of Pharmacy in Account with F. W. Hancock, Secretary-Treasurer

RECEIPTS

From June 1, 1930 to May 31, 1931

1930		
June 1—By Balance		$14,134.61
June 12—By Amount Paid by		
15 Candidates Taking Examination, $10.00 each	150.00	
5 Candidates Taking Examination, $5.00 each	25.00	
Nov. 18—By Amount Paid by		
10 Candidates Taking Examination, $10.00 each	100.00	
3 Candidates Taking Examination, $5.00 each	15.00	
1931		
May 31—By Amount Received from		
Renewal Licenses Pharmacists	5,585.00	
Renewal Licenses Assistant Pharmacists	85.00	
Physicians Renewal Permits	335.00	
Renewal Drug Store Registration Permits	816.00	
Reciprocity Registration Fees	205.00	
Re-Registration Fees Pharmacists	295.00	
Physicians Permit Fees	30.00	
Drug Store Registration Fees from 1930 after June 1, 1930	18.00	
Copies Original Certificates Issued	6.00	
Penalties	25.00	
Returned Checks Unpaid June 1, 1930	52.40	
Interest	462.11	
		$22,339.12

EXPENDITURES

From June 1, 1930 to May 31, 1931

To Amount Paid for	
Salary, Rent and Stenographic Aid	$ 2,400.00
Inspection Work	3,470.06
Board, Expenses and Per Diem	1,020.94
Printing	373.29
Postage	129.26
Other Expenses	464.21
Balance on Hand, June 1, 1931	14,481.36
	$22,339.12

The above Financial Report as per order of the North Carolina Board of Pharmacy was audited by a Certified Public Accountant whose report follows:

RAYMOND L. PRICE
Certified Public Accountant
Attorney at Law
RALEIGH, N. C.

June 1, 1931.

To the Officers and Members of the North Carolina Board of Pharmacy:

Gentlemen:

I hereby certify that I have examined the books and records of Mr. F. W. Hancock, Secretary-Treasurer of the North Carolina Board of Pharmacy for the period from June 1, 1930 to May 30, 1931 and find all Receipts as entered in his books properly accounted for. Disbursements for the fiscal year are correctly entered from paid vouchers on file.

The balance of $14,481.36 at May 30, 1931 was verified from bank statements and letters from the depositories.

Respectfully submitted,
RAYMOND L. PRICE,
Certified Public Accountant.

List of Registered Pharmacists

REVISED JUNE 1, 1931

Please notify the Secretary promptly of any change in address

A

1. Abernethy, J. G.....1907 Elkin
2. Adams, J. L.....1903 Gastonia
3. Adams, E. C.....1908 Gastonia
4. Adams, R. McC.....1915 LaGrange
5. Adams, E. E.....1924 Newton
6. Adams, W. J.....1929 Sylva
7. Ahrens, A. G.....1902 Wilmington
8. Aiken, J. H.....1914 Biltmore
9. Aiken, L. W.....1916 Asheville
10. Alderman, J. L.....1923 St. Pauls
11. Alexander, O. T.....1910 Waynesville
12. Allen, C. H.....1916 Winston-Salem
13. Allen, H. H.....1915 Cherryville
14. Anderson, J. M.....1911 New Bern
15. Andrews, C. M.....1907 Burlington
16. Andrews, R. H.....1914 Burlington
17. Andrews, W. T.....1917 Goldsboro
18. Andrews, J. P.....1913 Winston-Salem
19. Armfield, Horace.....1898 Albemarle
20. Armstrong, W. E. (col.)....1922 Rocky Mount
21. Arps, P. M.....1916 Plymouth
22. Arps, E. G.....1921 Plymouth
23. Ashford, A. J.....1901 Kinston
24. Atwater, G. M.....1912 Norfolk, Va.
25. Austin, T. E.....1912 Roxboro
26. Austin, B. N.....1928 Leaksville
27. Avner, Samuel.....1925 Charlotte

B

28. Bailey, L. A.....1914 Charlotte
29. Bain, J. D.....1924 Lexington
30. Baker, W. P.....1921 Raeford
31. Baker, J. LaF.....1927 Williamston
32. Ballance, G. H.....1929 High Point
33. Ballew, J. G.....1902 Lenoir
34. Barbour, J. P.....1928 Burlington
35. Barger, C. N.....1928 Oakboro
36. Barker, W. B.....1898 Greensboro
37. Barnes, E. W.....1911 Pinetops
38. Barnhardt, M. R.....1928 Rockwell
39. Barnhill, W. L.....1912 Wilson
40. Barnhill, Mabel.....1906 Bethel
41. Barnwell, W. C.....1930 Reidsville
42. Barrett, R. E.....1917 Burlington
43. Baucom, A. V.....1905 Apex
44. Beard, J. G.....1908 Chapel Hill
45. Beavans, W. E.....1901 Enfield
46. Beddingfield, E. T.....1913 Clayton
47. Beddingfield, C. H.....1917 Clayton
48. Bell, H. M.....1905 Windsor
49. Bell, F. K.....1912 Beaufort
50. Bell, H. R.....1930 Bessemer City
51. Bender, W. M. K.....1928 Wilmington
52. Bennett, K. E.....1912 Bryson City
53. Bennett, A. M., M.D.....1888 Bryson City
54. Benson, E. S.....1916 Wilmington
55. Berg, Jens.....1906 Southport
56. Bernard, Germain.....1894 Durham
57. Best, J. H.....1923 Greensboro
58. Betts, J. A.....1913 Hendersonville
59. Biddy, O. D.....1925 Washington, D.C.
60. Biggs, W. H.....1905 Williamston
61. Biggs, J. W.....1909 Williamston
62. Biggs, Sylvester.....1889 Fayetteville
63. Bilbro, Q. T.....1916 Asheville
64. Bingham, W. H.....1916 Concord
65. Bizzell, H. L.....1920 Kinston
66. Black, B. B.....1921 Cleveland
67. Black, F. L.....1928 Gastonia
68. Blades, M. W.....1926 Apex
69. Blair, R. K.....1926 Charlotte
70. Blair, C. W. (col.).....1912 Gastonia
71. Bland, D. L. (col.).....1915 Sanford
72. Blanton, C. D.....1926 Lowell
73. Blauvelt, W. H.....1904 Asheville
74. Blue, A. F.....1902 Laurinburg
75. Blue, D. A.....1926 Carthage
76. Boaz, R. J.....1915 Greensboro
77. Bobbitt, A. B.....1919 Winston-Salem
78. Bobbitt, L. M.....1917 Winston-Salem
79. Bobbitt, J. H.....1885 Charlotte
80. Boddie, S. P.....1902 Louisburg
81. Bonner, Brem.....1913 Hickory
82. Bonner, Robert.....1916 Valdese
83. Boon, W. J.....1904 Raleigh
84. Boone, D. L.....1905 Durham
85. Boone, J. T.....1913 E. Durham
86. Bost, J. E.....1908 Greer, S. C.
87. Boyce, J. B., Jr.....1915 Warrenton
88. Boysworth, E. G.....1928 Norwood
89. Bradham, C. D.....1895 New Bern
90. Bradley, J. P.....1908 Burlington
91. Bradshaw, E. L.....1928 Kinston
92. Bradsher, W. D.....1909 Charlotte
93. Bram, R. M.....1901 No. Wilkesboro
94. Brame, W. A.....1906 Rocky Mount
95. Brantley, J. C.....1899 Raleigh
96. Brantley, P. C.....1914 Wendell
97. Brantley, J. C., Jr.....1930 Raleigh
98. Bretsch, Albert.....1908 So. Pines
99. Brewer, S. O.....1914 West Durham
100. Briles, D. T.....1914 Rocky Mount
101. Brinkley, J. H.....1912 Hillsboro
102. Bristow, E. B.....1922 Rockingham
103. Britt, C. B.....1928 Rocky Mount
104. Brodie, T. L.....1928 Oxford
105. Brooks, F. G.....1921 Siler City
106. Brookshire, G. E.....1917 West Asheville
107. Brookshire, L. P.....1924 West Asheville
108. Brown, J. D.....1904 Durham
109. Brown, J. K.....1912 Greenville
110. Brown, H. C.....1913 Goldsboro
111. Browning, H. R.....1911 Littleton
112. Browning, B. H.....1908 Littleton
113. Browning, D. B.....1929 Rocky Mount
114. Bryan, R. B.....1926 Asheville
115. Bryan, W. D.....1904 Tarboro
116. Buchanan, G. G.....1926 Greensboro

117. Buffalo, J. M.....1919 Raleigh
118. Bullock, T. C., M.D.....1902 Autryville
119. Bunting, J. H.....1888 Wilmington
120. Burgis, T. R.....1925 Sparta
121. Burnett, B. J. (col.).....1911 Rocky Mount
122. Burnett, J. P.....1912 Whitakers
123. Burt, M. S.....1930 Varina
124. Burwell, G. E.....1891 Miami, Fla.
125. Burwell, W. A.....1912 Raleigh
126. Butler, A. B.....1916 Clinton
127. Bynum, C. W.....1928 Wilson

C

128. Cain, L. D.....1921 Concord
129. Caldwell, P. G.....1914 Gastonia
130. Callahan, James.....1911 Philadelphia, Pa.
131. Campbell, F. E.....1925 Hamlet
132. Campbell, H. T.....1916 Maiden
133. Campbell, R. B.....1917 Taylorsville
134. Campbell, T. N. (col.).....1924 Newport, R. I.
135. Canaday, W. H.....1915 Davidson, Okla.
136. Canaday, R. C.....1913 Four Oaks
137. Cannon, C. L.....1906 Ayden
138. Capehart, C. T.....1894 Charlotte
139. Cardell, J. C.....1929 Charlotte
140. Carpenter, R. E.....1897 Shelby
141. Carswell, R. F.....1921 Winston-Salem
142. Carswell, A. P.....1926 Charlotte
143. Carter, Samuel.....1905 Salisbury
144. Carter, Stamey.....1912 Salisbury
145. Cassell, A. S.....1914 N. Wilkesboro
146. Cate, A. S.....1896 Greensboro
147. Caton, E. J.....1915 Charlotte
148. Cecil, A. C.....1923 High Point
149. Champion, H. O.....1925 Shelby
150. Champion, H.C.....1926 Shelby
151. Chapman, D. S.....1907 Durham
152. Chappell, J. C.....1914 Raleigh
153. Cheek, G. B.....1917 Durham
154. Cherry, J. L.....1909 Cramerton
155. Cherry, W. C., M.D.....1910 Winston-Salem
156. Chestnutt, J. M.....1917 Clinton
157. Christian, J. B. (col.).....1913 Winston-Salem
158. Clark, H. T.....1908 Scotland Neck
159. Clark, C. B.....1910 Williamston
160. Clark, W. A.....1926 Wilson
161. Clayton, A. W., Jr.....1928 Durham
162. Cline, J. O.....1916 Lenoir
163. Cline, F. H.....1920 Charlotte
164. Cline, C. E.....1924 Marshall
165. Cline, H. E.....1913 Greensboro
166. Cobb, J. L.....1921 Wilmington
167. Coleman, H. G.....1910 Durham
168. Compton, J. W.....1909 Salisbury
169. Congdon, G. G.....1892 Phoebus, Va.
170. Connell, J. B.....1930 Warren Plains
171. Cook, R. E. L.....1891 Tarboro
172. Cooke, H. M.....1904 Spencer
173. Copeland, R. R.....1916 Ahoskie
174. Coppedge, J. W.....1906 Raleigh
175. Coppedge, O. G.....1912 Raleigh
176. Coppedge, J. B.....1912 Raleigh
177. Costner, B. P.....1908 Lincolnton
178. Council, C. T.....1906 Durham
179. Cox, C. L.....1913 Hollywood, Fla.
180. Cox, G. M.....1911 Spencer
181. Cox, L. H.....1908 Belmont
182. Crabtree, Gilbert.....1905 Raleigh
183. Crabtree, E. P.....1912 Franklinton
184. Craig, W. F.....1925 Charlotte
185. Cranmer, J. B., M.D.....1893 Wilmington
186. Craven, C. H.....1912 W. Asheville
187. Crawford, E. P.....1911 Lenoir
188. Crawford, C. L.....1926 Greensboro
189. Creech, D. H.....1908 Smithfield
190. Crews, E. T.....1905 Oxford
191. Croom, R. D.....1897 Maxton
192. Crutchfield, F. G.....1920 Greensboro
193. Culpepper, F. D.....1911 Henderson
194. Curtis, J. R.....1928 Kings Mountain
195. Curtis, R. H.....1926 Dillon, S. C.

D

196. Dailey, J. F.....1921 Washington, D. C
197. Dailey, R. I.....1915 Reidsville
198. Daniel, E. C.....1913 Zebulon
199. Davenport, P. E.....1903 Garner
200. Davis, George, M.D.....1900 Beaufort
201. Davis, J. W. S.....1916 Andrews
202. Davis, J. R.....1907 Asheville
203. Davis, H. E.....1914 Andrews
204. Davis, J. E.....1894 Salisbury
205. Davis, J. W.....1914 Edenton
206. Davis, E. B.....1915 Morganton
207. Davis, D. R.....1926 New Bern
208. Davis, C. V.....1921 Elizabeth City
209. Davis, J. G.....1926 Spindale
210. Dawson, B. T.....1909 Rocky Mount
211. Dawson, M. P.....1909 Rocky Mount
212. Dayvault, F. W.....1929 Mooresville
213. Deal, H. M.....1925 Landis
214. Dees, Fred.....1915 Burgaw
215. Dees, R. E. L.....1920 Wallace
216. Deitz, R. Y.....1907 Tampa, Fla.
217. Detter, E. E.....1904 Hickory
218. Dill, G. W.....1927 Mount Olive
219. Dillehay, J. T.....1929 So. Pines
220. Dizer, M. E.....1917 Raleigh
221. Dodson, J. A. (col.).....1895 Carrollton, Mo.
222. Douglas, J. D. (col.).....1904 Rocky Mount
223. Dowdy, D. A.....1917 High Point
224. Duffy, F. S.....1886 New Bern
225. Duffy, Leinster, M.D.....1883 New Bern
226. Dukes, M. H.....1925 Hillsboro
227. Dunn, R. A.....1881 Charlotte
228. Durham, C. T.....1917 Chapel Hill

E

229. Early, E. E.....1915 Asheville
230. Eason, C. W.....1909 Charlotte
231. East, J. S.....1911 Columbia
232. Edgerton, E. O.....1908 Raleigh
233. Edwards, T. N.....1901 Charlotte
234. Edwards, S. M.....1917 Ayden
235. Edwards, O. C.....1921 Raleigh
236. Eldridge, Julius.....1901 Greenville
237. Elkins, V. W. B.....1914 Pomona
238. Ellington, C. W.....1899 Greensboro
239. Ellington, R. A.....1904 Madison
240. Elliott, A. G.....1907 Fuquay Springs

241. Ellis, W. D.....1925 Martinsville, Va.
242. Elvington, D. A.....1909 Miami, Fla.
243. Etheridge, S. B.....1909 Washington
244. Etheridge, S. G.....1911 Elizabeth City
245. Etheridge, T. J., Jr.....1920 Oxford
246. Eubanks, C. L.....1896 Chapel Hill
247. Eubanks, J. N.....1916 Greensboro

F

248. Farrell, R. D.....1917 Greensboro
249. Farrington, J. V.....1926 Salisbury
250. Faucette, W. P.....1914 Youngsville
251. Faucette, H. F.....1914 Raleigh
252. Faulconer, R. C.....1909 Burlington
253. Ferguson, H. Q.....1924 Statesville
254. Ferguson, J. S.....1928 Raleigh
255. Ferrell, W. C.....1920 Nashville
256. Fetzer, Chas.....1887 Reidsville
257. Fetzer, F. G.....1911 Wadesboro
258. Fields, J. T., Jr.....1917 Laurinburg
259. Finley, G. B.....1915 Marion
260. Fishel, A. L.....1915 Winston-Salem
261. Fisher, Lester.....1917 Statesville
262. Fisher, H. A (col.).....1904 Phil., Pa.
263. Fitchett, C. E.....1916 Dunn
264. Fleming, C. H.....1913 Raleigh
265. Fordham, C. C.....1895 Greensboro
266. Fordham, C. C., Jr.....1925 Greensboro
267. Fordham, C. M.....1909 Greensboro
268. Foster, Caney.....1912 Weldon
269. Foster, D. W.....1926 West Asheville
270. Foster, J. C. C.....1912 W. Asheville
271. Fowlkes, W. M.....1913 Charlotte
272. Fox, C. M.....1906 Asheboro
273. Fox, L. G.....1901 Rockingham
274. Franklin, O. E.....1897 Washington, D. C
275. Franklin, K. V.....1928 Raleigh
276. Frieze, W. S.....1910 Concord
277. Frontis, S. W.....1930 High Point
278. Fulenwider, Phifer.....1908 Raleigh
279. Fulghum, R. T.....1907 Kenly
280. Furr, F. L.....1921 Roanoke, Va.
281. Futrelle, W. L.....1912 Wilmington

G

282. Gallaway, Rawley G.....1896 Raleigh
283. Gamble, C. F.....1915 N. Charlotte
284. Gamble, J. P.....1921 Monroe
285. Gamble, A. A.....1926 Waxhaw
286. Gardner, T. L.....1908 Reidsville
287. Garren, F. O.....1928 Asheville
288. Garrett, Y. D. (col.).....1920 Tarboro
289. Gary, J. R.....1922 Washington, D.C.
290. Gaskins, W. F.....1916 New Bern
291. Gattis, P. D.....1916 Raleigh
292. Gibbs, T. R.....1908 Belhaven
293. Gibson, W. Z.....1904 Gibson
294. Gibson, A. M.....1923 Gibson
295. Gilbert Laomie.....1903 Benson
296. Gilliam, W. A.....1925 Winston-Salem
297. Gilreath, A. L.....1928 Asheville
298. Glass, P. G.....1925 Kannapolis
299. Glenn, J. S.....1925 Hickory
300. Godfrey, P. V.....1910 Leaksville
301. Gooch, R. L.....1917 Oxford
302. Goode, J. A.....1909 Asheville
303. Goode, R. S.....1923 Salisbury
304. Goodman, G. C.....1881 Mooresville
305. Goodrum, C. S.....1913 Davidson
306. Gorham, R. S.....1903 Rocky Mount
307. Graham, J. C.....1917 Red Springs
308. Grantham, G. K.....1895 Dunn
309. Grantham, G. K., Jr.....1928 Dunn
310. Grantham, Hiram.....1889 Red Springs
311. Grantham, L. I.....1910 St. Pauls
312. Grantham, L. B.....1914 Passagrille, Fla.
313. Gray, P. C.....1903 Statesville
314. Green, C. F.....1899 Wilmington
315. Green, H. C.....1909 Charlotte
316. Greene, J. G.....1901 High Point
317. Greenwood, A. M. (col.).....1924 High Point
318. Gregory, R. T.....1898 Stovall
319. Greyer, C. P.....1907 Morganton
320. Griffin, B. C.....1910 Huntersville
321. Griffin, W. R.....1929 Nashville
322. Griffith, Wiltshire.....1907 Hendersonville
323. Grimes, T. W.....1885 Salisbury
324. Grimes, G. D.....1915 Robersonville
325. Grissom, Gilliam.....1889 Raleigh
326. Grove, C. E.....1899 Asheville
327. Guion, C. L.....1921 Aberdeen
328. Guion, C. D.....1916 Cornelius
329. Guion, H. N.....1921 Marshville
330. Guiton, J. A.....1925 Whiteville
331. Gurley, W. B.....1916 Windsor

H

332. Hair, R. C.....1925 Pineville
333. Hairston, R. S. (col.).....1917 Winston-Salem
334. Hales, R. A., Jr.....1923 Spring Hope
335. Hall, J. G.....1881 Oxford
336. Hall, J. M.....1901 Wilmington
337. Hall, J. D.....1904 Scotland Neck
338. Hall, J. P.....1925 Oxford
339. Hall, J. S.....1905 Fayetteville
340. Hall, S. P.....1909 Charlotte
341. Hall, S. B.....1925 Mocksville
342. Hall, S. C.....1924 Oxford
343. Hall, J. M., Jr.....1928 Wilmington
344. Hall, I. B., Jr. (col.).....1928 Winston-Salem
345. Hall, W. F.....1885 Statesville
346. Hambrick, W. R.....1884 Roxboro
347. Hamilton, R. L.....1900 Oxford
348. Hamlet, Reginald.....1906 Raleigh
349. Hamlin, V. C. (col.).....1915 Raleigh
350. Hancock, F. W.....1881 Oxford
351. Hand, J. K.....1906 N. Charlotte
352. Hanson, J. K.....1908 Wilmington
353. Hardee, W. E.....1927 Durham
354. Hardin, J. H.....1881 Wilmington
355. Hardin, E. B.....1924 Wilmington
356. Harget, D. A.....1891 Swansboro
357. Harper, W. L.....1928 Aberdeen
358. Harper, C. P.....1900 Selma
359. Harper, C. T.....1916 Zebulon
360. Hargrave, W. W.....1881 Washington, D.C.
361. Hardee, A. K.....1905 Graham
362. Harris, J. C.....1924 Durham
363. Harrison, T. N., Jr.....1909 Littleton
364. Harrison, L. S.....1926 Weldon

365. Hart, J. A.....1906 High Point
366. Hart, L. W.....1899 Fayetteville
367. Hart, G. W.....1909 Winston-Salem
368. Hart, R. L.....1910 So. Pines
369. Harville, R. C.....1908 Thomasville
370. Hatch, P. R.....1917 Raleigh
371. Haupt, Edward.....1925 Newton
372. Hawley, F. O., Jr.....1903 Charlotte
373. Hayes, G. E.....1916 Hickory
374. Haymore, J. B.....1913 Maxton
375. Hays, F. B.....1890 Oxford
376. Haywood, C. L.....1894 Durham
377. Hedgpeth, R. A., Jr.....1925 Lumberton
378. Henderson, A. J. (col.).....1908 Winston-Salem
379. Herndon, C. N.....1912 Greensboro
380. Herring, Doane.....1884 Wilson
381. Herring, R. R.....1907 Oxford
382. Herring, N. B.....1917 Wilson
383. Hester, Fred.....1916 Asheville
384. Hesterly, L. E.....1910 Hendersonville
385. Hicks, H. T.....1885 Raleigh
386. Hicks, J. E. F.....1901 Goldsboro
387. Hicks, C. G.....1909 Raleigh
388. Hill, J. H.....1888 Goldsboro
389. Hill, G. W.....1906 Wilmington
390. Hill, G. L. (col.).....1929 New Bern
391. Hilton, C. M.....1908 Greensboro
392. Hobbs, Alden.....1928 Kinston
393. Hocutt, D. D.....1920 Henderson
394. Hodges, F. H.....1925 Boone
395. Hoffman, J. F., Jr.....1914 High Point
396. Hogan, A. L.....1923 Kinston
397. Hoggard, C. R.....1930 Richmond, Va.
398. Holding, T. E., Jr.....1913 Wake Forest
399. Holland, H. O.....1914 Apex
400. Holland, W. T.....1905 Mount Holly
401. Holley, M. S. (col.).....1928 Greensboro
402. Hollingsworth, Jos.....1917 Mount Airy
403. Holshouser, J. L.....1929 Chapel Hill
404. Hood, J. C.....1911 Kinston
405. Hood, W. D.....1903 Smithfield
406. Hood, R. T.....1916 Kinston
407. Hood, D. H.....1891 Dunn
408. Hood, P. C.....1913 Dunn
409. Hood, T. R.....1881 Smithfield
410. Hood, H. C.....1909 Smithfield
411. Hood, T. R.....1925 Dunn
412. Hooper, F. L.....1914 Sylva
413. Horne, W. W.....1900 Fayetteville
414. Horne, S. R.....1902 Fayetteville
415. Horne, C. O'H.....1909 Greenville
416. Horne, W. H.....1907 Greenville
417. Horton, J. P.....1921 N. Wilkesboro
418. House, Joseph.....1910 Beaufort
419. Howerton, J. L.....1908 Durham
420. Hoyle, M. H.....1915 Cooleemee
421. Hufham, Walter.....1916 Morehead City
422. Hughes, J. R.....1912 Madison
423. Hunter, B. W.....1888 New Bern
424. Hunter, T. B.....1897 Rockingham
425. Hutchins, J. A.....1910 Winston-Salem

I

426. Ingram, L. M.....1920 High Point
427. Iseley, G. A.....1910 Raleigh
428. Isler, W. A. (col.).....1914 N. Y. C., N. Y.
429. Isler, J. H. (col.).....1928 Charlotte

J

430. Jackson, J. C.....1928 Woodland
431. Jackson, Leonidas.....1924 Erwin
432. Jacocks, F. G.....1899 Elizabeth City
433. James, A. A.....1909 Winston-Salem
434. James, S. T. (col.).....1907 Durham
435. James, C. J.....1929 Durham
436. Jarman, J. F.....1900 Wilmington
437. Jarrett, L. M.....1910 Biltmore
438. Jenkins, J. V.....1905 Asheville
439. Jenkins, L. W.....1908 Greensboro
440. Jenkins, Sam.....1928 Walstonburg
441. Jernigan, R. W.....1914 Fayetteville
442. Jetton, W. A.....1905 Davidson
443. Johnson, G. P.....1928 Elizabethtown
444. Johnson, W. L.....1924 Raleigh
445. Johnson, J. E., Jr.....1924 Lumberton
446. Johnson, W. R.....1920 Raleigh
447. Johnson, J. H.....1917 N. Wilkesboro
448. Jones, H. E. (col.).....1904 Asheville
449. Jones, G. T. (col.).....1909 Raleigh
450. Jones, J. B.....1910 Lexington
451. Jones, Alpheus.....1911 Warrenton
452. Jones, J. H.....1913 Haw River
453. Jones, W. R. (col.).....1929 Middleton, N. J
454. Jordan, D. L.....1921 Raleigh
455. Justus, W. H.....1887 Hendersonville

K

456. Kelly, G. C.....1926 Durham
457. Kelly, J. R.....1909 Greensboro
458. Kendall, B. H.....1900 Shelby
459. Kendrick, T. W.....1899 Charlotte
460. Kerner, L. C.....1902 Henderson
461. Kerr, James.....1909 Liberty
462. Kibler, R. E.....1907 Morganton
463. King, H. L.....1902 Durham
464. King, C. H.....1904 Durham
465. King, J. R.....1909 E. Durham
466. King, B. F.....1928 Hickory
467. Kingsbury, W. R.....1881 Wilmington
468. Kirby, G. S., Jr.....1920 Marion
469. Kirby, J. H.....1924 Princeton
470. Kirksey, L. H.....1916 Morganton
471. Koonce, J. E.....1907 Chadbourn
472. Koonce, T. R.....1915 Wilmington
473. Kunkle, A. B.....1925 Conover
474. Kyser, P. B.....1892 Rocky Mount

L

475. Lamm, L. M.....1923 Mount Airy
476. Lanquist, T. E.....1889 Winston-Salem
477. Lane, W. A.....1907 Tarboro
478. Langdon, R. E.....1923 Raleigh
479. Lasley, M. I.....1916 Winston-Salem
480. Lawing, K. L.....1903 Lincolnton
481. Layden, E. H.....1917 Lexington
482. Layton, C. C.....1921 Raleigh
483. Lazarus, Joseph.....1928 Sanford
484. Lea, V. D.....1920 Charlotte
485. Lea, L. J.....1908 Roxboro
486. Leavister, T. O.....1905 Raleigh

487. LeBoo. P. S. (col.)....1903 Wilmington
488. Ledbetter, E. D.....1917 Chapel Hill
489. Lee, P. A.....1903 Dunn
490. LeGette, J. S.....1928 Raleigh
491. Legett, W. A.....1896 Edenton
492. Leggett, P. O.....1902 Southport
493. Le Mon, H. H. (col.)....1925 High Point
494. Lever, T. H.....1928 Asheville
495. Lewis, H. W., M.D.....1881 Jackson
496. Lewis, W. E.....1907 Mount Olive
497. Lewis, H. R.....1912 Asheville
498. Lewis, L. C.....1928 Belmont
499. Liles, W. A.....1917 W. Durham
500. Liner, J. A.....1925 Henderson, Texas
501. Lisk, D. C.....1909 Charlotte
502. Lloyd, T. P.....1920 Chapel Hill
503. Loftin, J. U.....1909 Albemarle
504. Long, Roy.....1914 Brevard
505. Lord, C. A.....1909 Asheville
506. Love, T. L. (col.)....1905 Raleigh
507. Lowry, W. A.....1919 Washington,D.C.
508. Lutterloh, I. H., M.D.....1891 Sanford
509. Lutz, H. C.....1907 Hickory
510. Lyday. W. M., M.D.....1895 Penrose
511. Lynn, R. M.....1924 Gastonia
512. Lyon, R. P.....1907 Wadesboro
513. Lyon, J. F.....1929 Durham
514. Lyon, O. H.....1912 Plymouth
515. Lyon, F. F.....1914 Oxford
516. Lytle, W. H. (col.)....1925 Gastonia

M

517. Mabry, C. S.....1917 Hamlet
518. Macon, A. B.....1915 Pilot Mountain
519. Malone, C. E.....1912 Salisbury
520. Markham, G. W.....1928 Greensboro
521. Marley,F. H.....1913 Lenoir
522. Marsh, M. I.....1895 Concord
523. Marsh, N. F.....1906 Greensboro
524. Marston, R. H.....1913 Kinston
525. Martin, S. L., Jr.....1915 Leaksville
526. Martin, A. N.....1920 Rosemary
527. Mathes, T. J.....1912 Durham
528. Matthews, G. E.....1900 Fayetteville
529. Matthews,W. F.....1910 Randleman
530. Matthews, C. E., Jr.....1917 Roanoke R'ds.
531. Matthews, W. McD.....1928 Wilson
532. Mattocks, A. M.....1910 Wilmington
533. Matton, G. A.....1884 High Point
534. Mauney, W. McC.....1925 Murphy
535. May, T. H.....1912 Pittsburgh, Pa.
536. Mayo, T. H.....1881 Goldsboro
537. McBane, T. M.....1916 Pittsboro
538. McBane, J. O. D.....1921 Greensboro
539. McCraw, W. P.....1906 Norfolk, Va.
540. McCrimmon, D. D.....1926 Hemp
541. McCrummen, D. C.....1925 West End
542. McDaniel, W. A.....1914 Enfield
543. McDaniel, P. L.....1930 Goldsboro
544. McDonald, J. S.....1908 Raleigh
545. McDonald, A. H.....1910 W. Durham
546. McDonald, W. R., Jr.....1924 Charlotte
547. McDowell, N. O.....1921 Scotland Neck
548. McDuffie, R. A.....1914 Greensboro
549. McGee, R. H.....1928 Belton, S. C.
550. McIntosh, J. B. S.....1881 Brevard
551. McKay, D. McN.....1895 Durham
552. McKay, J. W.....1914 Hazelwood
553. McKay, Malcolm.....1891 W. Durham
554. McKeel, C. B.....1889 Columbia
555. McKenzie, L. McK.....1915 Lumberton
556. McKesson, L. W.....1902 Statesville
557. McKinney, W. M.....1906 Greensboro
558. McKnight, L. E.....1909 Fayetteville
559. McLarty, Eugene.....1889 Haw River
560. McLauchlin, D. A.....1893 Charlotte
561. McLeod, A. B.....1928 Mebane
562. McManus, M. T. Y.....1911 Winston-Salem
563. McMillan, B. F., Jr.....1915 Lumberton
564. McMinn, J. M.....1881 Asheville
565. McMullan, F. H.....1913 Old Fort
566. McNair, W. R.....1902 Henderson
567. McNeely, M. C.....1916 Greensboro
568. McNeely, R. P.....1927 Charlotte
569. McNeill, G. McK.....1902 Rowland
570. McNeill, A. D.....1930 China Grove
571. McNeil, G. R.....1905 Vineland
572. Mebane, W. M.....1920 Asheville
573. Melvin, P. J.....1920 Roseboro
574. Melvin, M. B.....1924 Raleigh
575. Merritt, E. S.....1885 Carrboro
576. Merritt, N. H.....1915 Carrboro
577. Miles, M. C.....1917 Henderson
578. Miller, C. B.....1890 Goldsboro
579. Miller, E. H.....1898 Mooresville
580. Miller, W. W.....1919 New Bern
581. Miller, C. T.....1905 Raleigh
582. Miller, C. M.....1916 Rose Hill
583. Millican, A. G.....1916 Wilmington
584. Mills, J. C.....1921 Cliffside
585. Mills, J. A.....1915 Tabor
586. Mintz, M. B.....1897 Southport
587. Missildine, E. E.....1900 Tryon
588. Mitchell, H. G.....1913 Hamlet
589. Mitchell, C. P.....1915 Burlington
590. Mitchell, F. T.....1926 Fairmont
591. Mitchener, J. A.....1897 Edenton
592. Moir, A. L.....1916 Fayetteville
593. Montague, G. W.....1903 Durham
594. Moore, M. A.....1926 Tarboro
595. Moore, T. J.....1926 Wilson
596. Moore, J. P.....1911 Middlesex
597. Moore, A. R.....1920 Wilson
598. Moore, H. P.....1928 Rockingham
599. Moore, B. C.....1897 Rocky Mount
600. Moose, H. A.....1928 Mount Pleasant
601. Moose, G. K.....1914 Boone
602. Morgan, R. S.....1908 Spruce Pine
603. Morrisette, C. B.....1914 Elizabeth City
604. Morrison, M. S.....1906 Wilson
605. Morrow, Norman.....1909 Gastonia
606. Morrow, W. E. (col.)....1924 Greensboro
607. Morton, J. X.....1909 Faison
608. Mull, J. E.....1918 Asheville
609. Munday, C. C.....1913 Taylorsville
610. Mundy, J. C.....1921 China Grove
611. Murchison, E. E.....1912 Rocky Mount
612. Murphrey, L. W.....1913 Rocky Mount
613. Murphy, J. C.....1911 Charlotte

614. Murphy, C. L.....1917 Salisbury
615. Murr, G. F.....1930 High Point

N

616. Nance, J. S.....1922 Charlotte
617. Nelson, J. B.....1929 High Point
618. Neville, Augustus, Jr.....1928 Spring Hope
619. Newsome, H. C.....1917 Winston-Salem
620. Nicholson, A. T.....1904 Tarboro
621. Nicholson, M. A.....1910 Troy
622. Niestlie, Wm.....1886 Wilmington
623. Nottingham, G. S.....1901 Norfolk, Va.
624. Nowell, Edwin.....1906 Greensboro
625. Nowell, W. R.....1910 Wendell
626. Nye, G. L.....1919 Rockingham

O

627. Oakley, C. H.....1928 Roxboro
628. O'Hanlon, E. W.....1891 Winston-Salem
629. O'Neal, W. P.....1926 High Point
630. Overman, H. S.....1907 Elizabeh City

P

631. Page, B. F.....1901 Raleigh
632. Palmer, R. W., M.D.....1902 Gulf
633. Palmer, A. W.....1924 Sanford
634. Parker, W. W.....1889 Henderson
635. Parker, F. W.....1892 Raleigh
636. Parker, R. S.....1906 Murphy
637. Parker, W. W., Jr.....1923 Henderson
638. Parker, N. M. (col.).....1929 Wilmington
639. Parker, R. H.....1905 Durham
640. Patterson, Alvis.....1902 Winston-Salem
641. Patterson, W. D.....1901 Chapel Hill
642. Payne, M. T.....1905 Greensboro
643. Peacock, M. A.....1909 Benson
644. Pearson, M. E. Dye (col.).1911 Durham
645. Peele, J. F.....1905 LaGrange
646. Perry, W. M.....1902 Elizabeth City
647. Perry, H.H. (col.).....1894 Fayetteville
648. Perry, E. B.....1901 Littleton
649. Perry, D. L. (col.).....1912 Fayetteville
650. Person, T. E., M.D.....1906 Stantonsburg
651. Petrea, F. S.....1920 Greensboro
652. Phifer, B. R.....1928 Monroe
653. Phillips, C. B.....1910 Lincolnton
654. Phillips, M. B.....1920 China Grove
655. Phillips, W. P.....1926 Aberdeen
656. Pickelsimer, J. B.....1908 Brevard
657. Pierce, M. E.....1914 Charlotte
658. Pierce, J. S.....1920 Rocky Mount
659. Pigott, D. S.....1926 Greenville
660. Pike, J. W.....1904 Concord
661. Pilkington, G. R.....1897 Pittsboro
662. Pinnix, J. M.....1904 Kernersville
663. Pinnix, J. L.....1930 Kernersville
664. Pinnix, W. M.....1907 New Bern
665. Pleasants, F. R.....1896 Louisburg
666. Plummer, James.....1881 Salisbury
667. Polk, J. B.....1910 Wilmington, Del.
668. Poole, L. B.....1924 Greensboro
669. Pope, H. L.....1908 Winston-Salem
670. Porter, Clifford.....1909 Black Mountain
671. Porter, C. D.....1915 Concord
672. Porter, Ernest.....1912 Concord
673. Powers, L. B.....1908 Raleigh
674. Preston, W. D.....1909 S. Norfolk, Va.
675. Price, S. H.....1920 Mooresville
676. Pritchard, J. M.....1918 Chapel Hill
677. Pugh, E. S.....1922 Windsor
678. Purcell, S. M.....1900 Salisbury

Q

679. Quinn, F. D.....1908 Shelby

R

680. Raker, W. G.....1926 Lenoir
681. Ray, E. L.....1916 Asheboro
682. Reaves, L. E.....1897 Raeford
683. Reaves, L. E., Jr.....1930 Raeford
684. Reaves, E. L.....1923 Asheboro
685. Redding, E. F.....1905 Lucama
686. Reeves, Jefferson.....1923 Waynesville
687. Reeves, M. H.....1906 Waynesville
688. Reeves, T. H.....1904 Asheville
689. Reid, S. H.....1916 Washington
690. Reinhardt, R. L.....1910 Forest City
691. Reins, C. C.....1912 Winston-Salem
692. Rhineheardt, C. B.....1912 Asheville
693. Rhodes, Cader.....1911 Raleigh
694. Rhyne, W. F.....1909 Gastonia
695. Rice, L. D.....1925 Winston-Salem
696. Richardson, O. K.....1930 Sparta
697. Richardson, J. D. (col.).....1918 Salisbury
698. Ridenhour, D. G.....1912 Mt. Gilead
699. Rimmer, E. F.....1912 Charlotte
700. Rimmer, R. M.....1921 Franklin
701. Ring, W. A.....1895 High Point
702. Ring, C. A.....1905 High Point
703. Ring, L. B.....1904 Mount Olive
704. Ring, C. A., Jr.....1928 High Point
705. Rives, H. L.....1915 Bethel
706. Roberson, Culas.....1929 Draper
707. Roberts, Herschel.....1918 Weaversville
708. Roberts, M. H.....1929 Morristown, Tenn.
709. Roberts, T. M.....1918 High Point
710. Robertson, E. G.....1910 Huntington, W.Va
711. Robinson, G. C.....1906 Akron, Ohio
712. Robinson, E. F.....1926 Wilmington
713. Robinson, J. L.....1907 Rutherfordton
714. Rogers, R. P.....1912 Durham
715. Rogers, W. F.....1912 Durham
716. Rose, I. W.....1906 Chapel Hill
717. Rosenbaum, C. D.....1915 Tarboro
718. Ross, H. C.....1926 Winston-Salem
719. Roth, R. H.....1905 Asheville
720. Roycroft, W. R.....1925 Coats
721. Rudisill, J. S.....1908 Forest City
722. Ruzicka, J. S.....1930 Elkin's Park, Pa.

S

723. Saintsing, J. E.....1901 Winston-Salem
724. Sally, W. M.....1910 Asheville
725. Salling, A. T.....1910 Wilmington
726. Sanders, T. F.....1893 Clinton
727. Sanders, A. J.....1912 Gastonia
728. Sandling, R. H.....1917 Norfolk, Va.
729. Sanford, R. D.....1916 Winston-Salem
730. Sapp, L. L., M.D.....1898 Badin
731. Sappenfield, W. A.....1908 Charlotte

732. Sauls, M. M.....1903 Ayden
733. Schoonmaker, G. B.....1930 Bradford, Pa.
734. Schutt, T. C. H.....1905 Wilmington
735. Scoggin, L. E.....1905 Louisburg
736. Scroggs, F. H.....1926 Statesville
737. Scruggs, B. P.....1916 Rutherfordton
738. Seagle, F. M.....1905 Charlotte
739. Seawell, C. C.....1904 Greensboro
740. Secrest, A. McD.....1907 Monroe
741. Sedberry, H. S.....1892 Fayetteville
742. Sedberry, H. B.....1904 Elizabeth City
743. Selden, J. S.....1928 Tarboro
744. Senter, P. L.....1921 Raleigh
745. Sessoms, M. M.....1914 Charlotte
746. Sewell, G. L.....1926 Fayetteville
747. Shade, I. E. (col.).....1906 Wilson
748. Shaw, R. S.....1917 Scotland Neck
749. Shell, J. E.....1896 Lenoir
750. Shell, C. C.....1909 Waynesville
751. Shelton, C. F.....1905 Chadbourn
752. Sheppard, J. W.....1896 Charlotte
753. Shook, Eulon.....1918 Hickory
754. Shore, M. L.....1902 Raleigh
755. Shuford, L. D.....1924 Kings Mountain
756. Singletary, F. B.....1914 Greensboro
757. Singletary, W. O.....1901 Winston-Salem
758. Sisk, C. T., M.D.....1902 Bryson City
759. Siske, G. C.....1922 Greensboro
760. Sitison, J.A.....1928 Mount Airy
761. Sloan, F. A.....1909 Lincolnton
762. Sloop, L. L.....1901 Cherryville
763. Sloop, M. B.....1928 China Grove
764. Smih, W. G.....1889 Asheville
765. Smith, Mattie E.....1925 Charlotte
766. Smith, F. S.....1892 Asheville
767. Smith, F. T.....1887 Franklin
768. Smith, C. H.....1899 Charlotte
769. Smith, T. L.....1905 Wilmington
770. Smith, C. N.....1910 Washington,D.C.
771. Smith, Casper.....1911 Wilson
772. Smith, T. E.....1928 Goldsboro
773. Smith, Leon.....1912 Kannapolis
774. Smith, D. A.....1924 Baltimore, Md.
775. Smith, W. W.....1915 Tampa, Fla.
776. Southerland, Odell.....1900 Charlotte
777. Sparks, J. E.....1926 Hertford
778. Spencer, J. A.....1911 Durham
779. Stainback, T. E.....1914 New Orleans, La.
780. Stallings, W. H.....1912 Fayetteville
781. Stamps, J. N.....1929 High Point
782. Stanback, T. M.....1905 Spencer
783. Stancil, J. H.....1912 Winston-Salem
784. Stephens, J. L. (col.).....1915 Cleveland, Ohio
785. Stevenson, J. T.....1917 Elizabeth City
786. Stewart, J. M.....1909 Seffner, Fla.
787. Stewart, W. M.....1903 Charlotte
788. Stimson, J. H.....1910 Statesville
789. Stone, B. F.....1929 Lumberton
790. Stone, A. H.....1902 Spray
791. Stone, W. L.....1922 Franklinton
792. Stowe, J. P.....1893 Charlotte
793. Stowe, L. H.....1908 Charlotte
794. Stowe, H. R.....1910 Charlotte
795. Stowe, C. D.....1917 Asheville
796. Stratford, P. C.....1916 Greensboro
797. Strayhorn, W. F.....1912 Durham
798. Streetman, J. W.....1894 Marion
799. Streetman, T. L.....1903 Winston-Salem
800. Strowd, Dortch.....1929 Kinston
801. Suggs, R. B.....1905 Belmont
802. Sullivan, L. S.....1928 High Point
803. Summey, K. N.....1910 Mount Holly
804. Summey, Ptolemy.....1903 Dallas
805. Summey, P. B.....1917 Charlotte
806. Suttle, J. A.....1906 Shelby
807. Suttlemyre, P. J.....1914 Hickory
808. Sutton, J. L.....1914 Chapel Hill
809. Swaney, C. A.....1924 Winston-Salem
810. Swaringen,DeWitt C.....1897 China Grove
811. Swindell, E. S.....1911 Durham
812. Sykes, R. J.....1907 Greensboro

T

813. Talley, H. A.....1905 Jonesboro
814. Tarkenton, E. L.....1901 Wilson
815. Tart, D. W.....1906 Roseboro
816. Tate, E. H.....1925 Lenoir
817. Tatum, J. M.....1928 Asheville
818. Taylor, C. A.....1908 Goldsboro
819. Taylor, D. G.....1910 Spray
820. Taylor, W. P.....1912 Roanoke Rapids
821. Taylor, J. C.....1917 Knightdale
822. Taylor, L. B.....1928 Jackson
823. Temple, J. O.....1909 Kinston
824. Templeton, G. S.....1926 Mooresville
825. Tennant, W. D., Jr.....1926 Marshall
826. Thomas, W. G., Jr.....1911 Varina
827. Thomas, C. R.....1901 Thomasville
828. Thomas, E. E.....1913 Roxboro
829. Thomas, E. R.....1902 Erwin
830. Thompson, A. J.....1902 Badin
831. Thompson, J. L.....1925 Reidsville
832. Thompson, P. H.....1924 Fairmont
833. Thornton, W. H.....1914 Newton
834. Thrower, H. E.....1906 So. Pines
835. Tilley, J. E.....1923 Winston-Salem
836. Tingen, W. Z.....1917 Charlotte
837. Toms, B. C.....1911 Salisbury
838. Townsend, J. H.....1910 Red Springs
839. Townsend, E. F.....1900 Red Springs
840. Trent, J. A.....1913 Danville, Va.
841. Tripp, G. O.....1923 Elm City
842. Trotter, P. L.....1902 Pilot Mountain
843. Trotter, J. R.....1906 Salisbury
844. Tucker, W. M.....1899 High Point
845. Tucker, R. H.....1897 Reidsville
846. Tugwell, J. B.....1903 Lillington
847. Turlington, J. E.....1915 Asheville
848. Turner, W. D.....1902 Elkin
849. Turnmire, A. P.....1921 Mount Airy
850. Tuttle, B. M.....1916 Troy

U

851. Underwood, J. T.....1914 Liberty
852. Utley, H. S.....1925 Benson

V

853. Vinson, E. L.....1908 Halifax
854. Vinson, J. T.....1914 Goldsboro

W

855. Walker, A. DuV.....1925 Winston-Salem
856. Walker, H. W.....1923 Norlina
857. Walker, Irving.....1920 Reidsville
858. Walker, B. W.....1917 Rocky Mount
859. Walker, T. A.....1900 Charlotte
860. Walker, Lewis.....1890 Milton
861. Walker, H. L.....1929 Madison
862. Wallace, A. C.....1924 Star
863. Walton, R. C.....1916 Raleigh
864. Ward, E. H.....1914 Tarboro
865. Ward, W. A.....1924 Swannanoa
866. Warlick, E. S., M.D.....1889 Asheville
867. Warren, L. A.....1917 Garland
868. Warren, B. S.....1908 Thomasville
869. Warren, J. C.....1915 Dunn
870. Warren, B. C.....1926 Raleigh
871. Wartman, C. J.....1928 Henderson
872. Waters, G. W., Jr.....1910 Goldsbero
873. Watkins, W. O.....1905 Rutherfordton
874. Watkins, Mrs. T. T.....1920 Tampa, Fla.
875. Watson, H. P., Sr.....1881 Winston-Salem
876. Watson, H. P., Jr.....1912 Winston-Salem
877. Watson, D. I., M.D.....1887 Southport
878. Wearn, W. H.....1884 Charlotte
879. Weatherly, A. E.....1916 Greensboro
880. Webb, Paul.....1898 Shelby
881. Webb, C. I.....1903 Charlotte
882. Webb, R. K.....1910 Charlotte
883. Webb, E. L.....1907 Thomasville
884. Welborne, W. F.....1902 Lexington
885. Welch, W. D., Jr.....1930 Morehead City
886. Welfare, S. E.....1905 Winston-Salem
887. West, J. F.....1915 Belmont
888. West, W. L.....1925 Roseboro
889. Westbrook, A. P.....1923 Elizabethtown
890. Wheeler, L. B.....1885 Asheville
891. Wheeler, C. R.....1919 Winston-Salem
892. Wheless, J. M.....1901 Farmville
893. Wheless, R. E. L.....1911 Warsaw
894. White, C. B.....1928 Henderson
895. White, D. E.....1928 Mebane
896. White, J. A.....1900 Mooresville
897. White, H. G.....1903 Elm City
898. White, F. L.....1905 Mebane
899. White, W. R.....1910 Warrenton
900. White, G. S.....1910 Lexington
901. White, John Albert.....1922 Jonesboro
902. White, E. S.....1921 Burlington
903. White, J. E.....1913 Raleigh
904. White, Luther.....1914 Rocky Mount
905. White, J. I.....1917 Burlington
906. White, J. J.....1928 Henderson
907. Whitehead, C. R.....1924 Ramseur
908. Whitehead, J. D., Jr.....1912 Enfield
909. Whitfield, W. C., M.D.....1881 Grifton
910. Whitford, C. P.....1929 Washington
911. Whitley, J. R.....1916 Fremont
912. Whitley, H. E.....1930 Monroe
913. Whittington, J. M.....1884 Winston-Salem
914. Wiggins, W. W.....1916 Raleigh
915. Wilkins, W. R.....1904 Maxton
916. Williams, M. P.....1902 Charlotte
917. Williams, S. W.....1898 Raleigh
918. Williams, R. I.....1881 Raleigh
919. Williams, A. H. A.....1910 Oxford
920. Williams, M. V. B.....1916 Winston-Salem
921. Williams, J. C.....1921 Bessemer City
922. Williams, H. C.....1912 Canton
923. Williamson, C. M.....1926 Concord
924. Williamson, J. W.....1921 Mooresville
925. Willis, Beatrice Averitt.....1922 Raleigh
926. Willis, R. M.....1922 Southport
927. Williston, J. T. (col.).....1902 Fayetteville
928. Wilson, W. A.....1930 Belton, S. C.
929. Wilson, T. V.....1924 Hendersonville
930. Wilson, T. H.....1909 Thomasville
931. Wilson, C. H.....1910 Lakeland, Fla.
932. Wilson, W. B.....1912 Hendersonville
933. Wilson, L. R.....1916 Lowell
934. Wilson, G. S.....1921 Belmont
935. Wimberley, R. E. (col.).....1920 Henderson
936. Winders, H. M.....1925 Farmville
937. Witherspoon, E. R. (col.).....1927 Durham
938. Wohlford, H. W.....1910 Charlotte
939. Wolfe, Drayton.....1905 Lincolnton
940. Wolfe, W. S.....1913 Mount Airy
941. Wolfe, B. Houston.....1915 Charlotte
942. Wolfe, J. C.....1905 Hickory
943. Womble, D. J.....1924 Durham
944. Wood, E. H.....1905 New Bern
945. Woodard, E. V.....1914 Selma
946. Woolard, E. W.....1915 Henderson
947. Wooten, G. R.....1896 Hickory
948. Wooten, I. W. (col.).....1924 Burlington
949. Wooten, J. W. F.....1926 Raleigh
950. Worthington, E. C.....1917 Washington
951. Worthy, F. S.....1905 Washington
952. Wrike, W. C.....1921 Graham
953. Wynne, W. M. (col.).....1930 Powellsville

Y

954. Yancey, L. A. (col.).....1908 Charlotte
955. Yancey, D. C. (col.).....1906 Wilson
956. Yates, C. L.....1909 Charlotte
957. Yoder, C. R.....1908 Newton
958. Young, John.....1898 Charlotte
959. Young, H. Malcolm.....1929 Asheville
960. Young, C. T.....1905 Rocky Mount

Z

961. Zoeller, E. V.....1881 Tarboro
962. Zuckerman, I. L.....1910 Durham

Pharmacists Registered By Reciprocity

A

963. Adair, W. H.....1924 Durham
From Alabama
964. Allison, J. B.....1930 Lancaster, S. C.
From South Carolina
965. Alston, M. J. (col.).....1923 New Bern
From Tennessee
966. Anderson, Banister.....1923 High Point
From Virginia
967. Andes, G. E.....1928 Wadesboro
From Virginia

968. Armstrong, W. E.....1929 Petersburg, Va.
From Virginia
969. Avera, J. R.....1927 Biltmore
From Georgia

B

970. Barron, J. B.....1931 Charlotte
From South Carolina
971. Berryman, C. H.....1929 Burnsville
From Virginia
972. Bissette, P. B.....1923 Wilson
From Virginia
973. Black, O. R.....1927 Bessemer City
From Arizona
974. Blackman, B. L.....1925 East Spencer
From South Carolina
975. Bobst, H. R.....1930 Philadelphia, Pa.
From New Jersey
976. Bolinger, C. E.....1927 Asheville
From Georgia
977. Bridgers, E. B.....1919 Marion, S. C.
From South Carolina
978. Brock, Alva.....1930 Raleigh
From South Carolina
979. Broome, J. C.....1931 Raleigh
From South Carolina
980. Brown, J. E.....1929 Palatka, Fla.
From Florida
981. Burrus, S. B.....1923 Asheville
From Georgia
982. Byars, P. C.....1929 Charleston, S. C.
From South Carolina

C

983. Cagle, C. V.....1924 Greensboro
From Georgia
984. Cain, C. M.....1929 Henrietta
From South Carolina
985. Caldwell, P. L.....1925 Greensboro
From Georgia
986. Callahan, E. F.....1919 West Durham
From South Carolina
987. Carothers, T. R.....1926 Charlotte
From South Carolina
988. Chandler, E. O.....1930 Leaksville
From Virginia
989. Chapman, Mildred J. (col.).1930 Durham
From Oklahoma
990. Claverie, J. S.....1918 Asheville
From Louisiana
991. Cole, T. R.....1924 Pinehurst
From Georgia
992. Comar, W. A.....1928 Asheville
From South Carolina
993. Cook, D. B. (col.).....1919 Weldon
From Tennessee
994. Cousins, W. G.....1924 Charlotte
From Pennsylvania
995. Cox, R. O.....1923 Detroit, Mich.
From Michigan
996. Crabtree, W. A.....1923 Sanford
From Georgia
997. Crenshaw, J. L.....1925 Asheville
From Alabama
998. Crow, C. H.....1927 Fairforest, S. C.
From South Carolina
999. Cunningham, W. E.....1927 Pinehurst
From Massachusetts

D

1000. Darlington, J. M.....1922 Winston-Salem
From Virginia
1001. Davenport, G. R. (col.)...1925 Norfolk, Va.
From District of Columbia
1002. Day, L. G.....1930 Spruce Pine
From South Carolina
1003. Dennis, C. M.....1928 Shelby
From South Carolina
1004. Derrick, C. L.....1928 Charlotte
From Georgia
1005. Driggers, Earle.....1927 Winston-Salem
From Georgia

E

1006. Ellington, G. R.....1922 Reidsville
From Virginia
1007. Elson, J. R.....1929 Hendersonville
From West Virginia
1008. Evans, W. B.....1923 Mount Airy
From Texas

F

1009. Fater, D. H.....1920 Asheville
From Connecticut
1010. Feagin, E. L.....1923 Hendersonville
From Alabama
1011. Fearrington, T. B.....1924 Asheville
From Mississippi
1012. Fleming, J. M.....1923 Latta, S. C.
From South Carolina
1013. Fulmer, V. R.....1923 Robersonville
From South Carolina

G

1014. Gatling, T. R. (col.).....1919 Reidsville
From South Carolina
1015. Gilbert, W. B.....1921 Charlotte
From Georgia
1016. Gillikin, C. E.....1931 Morehead City
From South Carolina
1017. Glenn, A. L.....1922 Charlotte
From Alabama
1018. Gooden, D. T.....1926 Richmond, Va.
From Virginia
1019. Gore, C. S.....1927 Coatsville, Pa.
From Georgia
1020. Green, L. H.....1930 Asheville
From Kentucky
1021. Griffin, Octavus.....1926 Rosemary
From Virginia
1022. Gunter, C. N.....1926 Durham
From Georgia

H

1023. Ham, T. J. Jr.....1922 Yanceyville
From Virginia
1024. Hamlet, J. T. (col.).....1922 Raleigh
From West Virginia

1025. Hardwicke, St. J. H.....1923 Wake Forest
From South Carolina
1026. Hargrave, H. P. (col.)....1921 Greensboro
From Virginia
1027. Henderson, C. W.....1923 Durham
From Virginia
1028. Holland, R. F.....1919 Charlotte
(Re-reg.)
From Georgia
1029. Holroyd, R. McT.....1927 Whiteville
From West Virginia
1030. Hough, J. T.....1923 Rockingham
From South Carolina
1031. Hunt, W. S.....1919 Oxford
From Virginia
1032. Hurdle, O. L.....1928 Aulander
From Virginia

I

1033. Irvin, O. L.....1924 Concord
From Georgia
1034. Jackson, O. J. (col.).....Brooklyn, N. Y.
From Tennessee
1035. Jenkins, C. M.....1925 Old Fort
From Georgia
1036. Jetton, R. M.....1918 Comer, Ga.
From Georgia
1037. Johnson, R. J.....1924 Asheville
From South Carolina
1038. Johnson, L. O.....1926 Florence, S. C.
From South Carolina
1039. Joiner, L. B.....1920 High Point
From South Carolina
1040. Joiner, A. E.....1923 High Point
From Georgia
1041. Jones, J. L.....1922 Canton
From Georgia
1042. Jones, Dolan.....1925 Monroe
From Georgia
1043. Judy, O. R.....1930 Charlotte
From South Carolina

K

1044. Keffer, D. A.....1930 Charlotte
From Indiana
1045. King, W. H. (col.).....1919 Winston-Salem
From South Carolina
1046. Kirby, J. H.....1929 Atlanta, Ga.
From Georgia
1047. Kirkpatrick, G. L.....1927 Black Mountain
From South Carolina

L

1048. Lamar, W. L., Jr.....1923 Albemarle
From Alabama
1049. Langhorne, W. S., Jr.....1930 Portsmouth, Va.
From Virginia
1050. Lewis, F. W.....1925 Augusta, Ga.
From Virginia
1051. Lowrance, C. L.....1925 Asheville
From South Carolina

M

1052. Matthews, J. T.....1928 Mooresville
From South Carolina
1053. Matthews, G. W.....1920 Asheville
From South Carolina
1054. McBride, T. L.....1919 Marshville
From Pennsylvania
1055. McKinney, C. D.....1928 Georgetown, S. C.
From South Carolina
1056. Medford, De V. K.....1926 Clyde
From Oklahoma
1057. Merriman, W. D.....1928 Charlotte
From South Carolina
1058. Miller, A. J.....1925 East Flat Rock
From Michigan
1059. Mills, R. S., Jr.....1921 Marion
From Tennessee
1060. Mooneyham, O. J.....1928 Avondale
From Georgia
1061. Moose, W. L.....1926 Albemarle
From Maryland
1062. Moore, A. L.....1927 Troutman
From Georgia
1063. Moore, Harry.....1928 Kings Mountain
From South Carolina
1064. Morgan, S. C.....1929 Greenville, S. C.
From South Carolina
1065. Morriss, W. H.....1927 Roxboro
From Virginia

N

1066. Norman, J. P.....1924 Yadkinville
From Virginia

O

1067. O'Brien, J. I.....1918 Pinehurst
From Massachusetts

P

1068. Pattie, D. D.....1928 Columbus
From Michigan
1069. Pence, L. N.....1919 South Boston, Va.
From Virginia
1070. Philpot, L. W.....1928 Asheville
From South Carolina
1071. Poston, B. C.....1930 Hyman, S. C.
From South Carolina
1072. Powers, Charles.....1930 Orlando, Fla.
From Pennsylvania
1073. Prince, R. M.....1929 Asheville
From South Carolina

R

1074. Ray, C. W.....1924 West Jefferson
From Virginia
1075. Reedy, W. C.....1922 Henderson
From South Carolina
1076. Rigby, J. N.....1928 Asheville
From South Carolina
1077. Rhyne, C. L.....1922 Statesville
From Georgia
1078. Roberts, H. W.....1930 Athens, Pa.
From Pennsylvania
1079. Robinson, H. H.....1924 Elizabethtown
From Virginia
1080. Rogers, W. LeR.....1929 Gastonia
From South Carolina

S

1081. Sappenfield, J. A.....1924 Kannapolis
From Georgia
1082. Saunders, L. S.....1926 Wilmington
From Virginia
1083. Savage, Robert.....1928 Fairmont
From Maryland
1084. Sawyer, R. B.....1925 Winston-Salem
From Colorado
1085. Saxon, H. A.....1930 Boone
From Georgia
1086. Schafhausen, J. J.....1920 Jacksonville, Fla.
From Kentucky
1087. Scruggs, R. G.....1919 Asheville
From Georgia
1088. Sheider, G. A.....1918 W. Asheville
From Georgia
1089. Sherard, J. F.....1920 Hendersonville
From South Carolina
1090. Sinclair, E. G.....1920 Raleigh
From Virginia
1091. Sloan, R. R.....1927 Stony Point
From Virginia
1092. Smith, J. M.....1925 Asheville
From Wisconsin
1093. Smith, V. F.....1929 Greensboro
From Missouri
1094. Smith, R. A. (col.).....1926 Asheville
From District of Columbia
1095. Snypes, C. L.....1923 Sanford
From Georgia
1096. Spriggle, J. B.....1929 Draper
From South Carolina
1097. Stacy, L. B.....1928 Gastonia
From Georgia
1098. Steele, G. H.....1929 Jefferson, S. C.
From South Carolina
1099. Stein, Meyer.....1930 Philadelphia, Pa.
From Pennsylvania
1100. Summerlin, A. R.....1925 Laurinburg
From South Carolina
1101. Sutherland, W. B.....1930 Seneca, S. C.
From Georgia

T

1102. Thomas, C. L.....1929 Laurinburg
From South Carolina
1103. Thompson, J. V.....1924 East Flat Rock
From South Carolina
1104. Threatt, J. B.....1922 Durham
From Georgia
1105. Tolson, J. G., Jr.....1927 Henderson
From South Carolina
1106. Toms, E. R.....1919 Wilmington
From Georgia

U

1107. Underhill, J. A.....1928 Cary
From South Carolina

V

1108. Vaughan, A. M.....1926 Petersburg, Va.
From Missouri
1109. Voorhees, P. L.....1931 Greensboro
From District of Columbia

W

1110. Walters, J. E.....1928 Cheraw, S. C.
From South Carolina
1111. Walton, J. C.....1926 Marshall
From South Carolina
1112. Watkins, F. D.....1925 Charlotte
From South Carolina
1113. Whitaker, F. B.....1930 Laurinburg
From Georgia
1114. White, W. G.....1924 York, S. C.
From South Carolina
1115. Williams, L. L.....1920 Morven
From Georgia
1116. White, R. L.....1929 Troy
From South Carolina
1117. Williston, F. D. (col.).....1927 Fayetteville
From Tennessee
1118. Wilson, C. A.....1922 Monroe
From Virginia
1119. Wilson, E. C.....1919 Burlington
From Virginia
1120. Woodward, C. T.....1925 Charlotte
From South Carolina

Y

1121. Youngue, J. D.....1927 Pickens, S. C.
From South Carolina

Registered Assistant Pharmacists

1. Barefoot, E. G.....1930 Canton
2. Branch, B. C.....1928 Rocky Mount
3. Browning, A. C.....1926 Greensboro
4. Carrigan, J. F.....1930 Salisbury
5. Griffin, T. W.....1930 Statesville
6. Heslip, F. W.....1923 Wilmington
7. Hughes, M. A.....1926 Edenton
8. Johnson, W. S.....1929 Rocky Mount
9. Kritzer, E. L.....1930 Spencer
10. Marsh, J. B.....1930 Salisbury
11. Mason, Carlyle Wm. (col.).....1929 Wilmington
12. Maus, F. B.....1928 Greensboro
13. McConnell, Miss Ethel.....1926 Newton
14. Millaway, E. D.....1928 Greensboro
15. Musgrove, W. M.....1924 Catawba
16. Russell, L. D.....1930 Salisbury
17. Usher, J. T.....1926 Rocky Mount

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS, TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED.

2. Thompson, H. P. P.
Highlands, ...Macon County
4. Martin, J. H.
Red Oak, ...Nash County
6. Mason, Manly
Newport, ...Carteret County
7. Garris, F. H.
Lewiston, ...Bertie County
8. Butt, V. R.
Bakersville, ...Mitchell County

9. McKay, J. P.
Buies Creek, ... Harnett County
10. Lovitt, W. D.
Newland, ... Avery County
11. Smith, A. J.
Black Creek, ... Wilson County
12. Lackey, W. J.
Fallston, ... Cleveland County
13. Shellum, O. W.
Denver, ... Lincoln County
14. Cox, B. T.
Winterville, ... Pitt County
17. Rozier, R. G.
Cerro Gordo, ... Columbus County
18. Hutchinson, S. S.
Bladenboro, ... Bladen County
19. Baker, W. E.
Arden, ... Buncombe County
20. Rose, J. W.
Pikeville, ... Wayne County
22. Royal, D. M.
Salemburg, ... Sampson County
23. Flynt, S. S.
Rural Hall, ... Forsyth County
24. Salley, E. McQueen
Saluda, ... Polk County
25. May, M. J.
Hayesville, ... Clay County
26. Sossomon, J. C.
Midland, ... Cabarrus County
27. Reid, T. N.
Matthews, ... Mecklenburg County
28. Burt, B. W.
Holly Springs, ... Wake County
29. Gordan, J. R.
Jamestown, ... Guilford County
30. Stone, G. E.
King, ... Stokes County
31. Person, E. C.
Pikeville, ... Wayne County
32. Clark, DeW. D.
Clarkton, ... Bladen County
34. Lubchenko, N. E.
Harrisburg, ... Cabarrus County
35. Shaw, W. G.
Wagram, ... Scotland County
38. Vaughan, J. C.
Rich Square, ... Northampton County
39. Gooding, G. V.
Kenansville, ... Duplin County
41. Watson, Leon
Broadway, ... Lee County
42. Johnson, W. W.
Manteo, ... Dare County
43. Page, B. W.
Trenton, ... Jones County
44. Hinnant, Wilford
Micro, ... Johnston County
46. Bell, J. C.
Mayesville, ... Jones County
47. Stone, W. M.
Dobson, ... Surry County
48. Thompson, Joseph
Creedmoor, ... Granville County
50. Marshburn, C. B.
Stedman, ... Cumberland County
52. Elliott, G. D.
Fair Bluff, ... Columbus County
54. Melvin, W. C.
Linden, ... Cumberland County
55. Byrd, W. C.
Morrisville, ... Wake County
56. Lee, L. V.
Lattimore, ... Cleveland County
57. Bridger, D. H.
Bladenboro, ... Bladen County
58. Rosser, R. G.
Vass, ... Moore County
68. Beard, G. C.
Atkinson, ... Pender County
69. Bennett, E. C.
Elizabethtown, ... Bladen County
70. Hickman, M. T.
Hudson, ... Caldwell County
71. Currie, D. S.
Parkton, ... Robeson County
72. Sumner, T. W.
Fletcher, ... Henderson County
73. Long, E. M.
Hamilton, ... Martin County
74. Beasley, E. B.
Fountain, ... Pitt County
75. Smith, C. E.
Bakersville, ... Mitchell County
78. Wilkes, M. B.
Laurel Hill, ... Scotland County
80. Goley, W. R.
Shallotte, ... Brunswick County
81. Caddell, G. C.
Hoffman, ... Richmond County
82. McMillan, J. M.
Candor, ... Montgomery County
84. Howell, W. L.
Ellerbe, ... Richmond County
85. Boyce, J. M.
Polkton, ... Anson County
86. Duquid, J. A.
Vanceboro, ... Craven County
88. Johnson, B. C.
Bunn, ... Franklin County
90. Brown, C. E.
Faith, ... Rowan County
92. Wilkerson, J. B.
Rosman, ... Transylvania County
94. Bradshaw, T. G.
Sims, ... Wilson County
95. Barker, Y. M.
Macclesfield, ... Edgecombe County
96. Floyd, L. D.
Fair Bluff, ... Columbus County
99. Long, F. Y.
Catawba, ... Catawba County

List of Drug Stores

Revised June 1st, 1931

ABERDEEN

1. Bryan Drug Company, Inc.
2. Charles Drug Co.

AHOSKIE
3. Copeland Drug Company

ALBEMARLE
4. Loftin's Drug Store
5. Moose Drug Co., Inc.
6. Albemarle Drug Co., Inc.

ANDREWS
7. Davis' Pharmacy

ANGIER
8. Young Brothers Drug Company
9. Overby's Inc. Drug Store

APEX
10. A. V. Baucom Pharmacy
11. H. O. Holland, Druggist

ARDEN
12. Arden Drug Store

ASHEBORO
13. Asheboro Drug Company
14. Reaves Pharmacy
15. Standard Drug Store, Inc.

ASHEVILLE
16. Aiken and Hester
17. Asheville Pharmacy and Laboratory Co.
18. Charlotte Street Pharmacy, Inc.
19. Claverie's Pharmacy
20. Davis Drug Store
21. Eckerd's of Asheville, N. C., Inc.
22. Finley's Depot Drug Store
23. Goode's Drug Store
24. Arcade Pharmacy
25. Fater's, Inc.
26. Grove Park Pharmacy
27. Haywood Street Pharmacy
28. Johnson Drug Company
29. Liggett's Drug Store, No. 762
30. McMinn Drug Store
31. Merrimon Avenue Pharmacy
32. Scruggs Drug Store, Inc.
33. Louis K. Liggett Co. Store, No. 769
34. Y. M. I. Drug Store (col.)
35. Norwood Park Pharmacy, Inc.
36. Smith's Drug Store
37. Smith & Gore Pharmacy, Inc.
38. Wilkins Drug Store
39. Union Drug Store (col.)

AVONDALE
40. Mooneyham Drug Company

ATKINSON
41. Atkinson Drug Company

AULANDER
42. Aulander Pharmacy, Inc.

AUTRYVILLE
43. T. C. Bullock

AYDEN
44. Edwards Pharmacy
45. M. M. Sauls

BADIN
46. Badin Drug Company, Inc.
47. Sapp Drug Company

BAILEY
48. Rittenbury Pharmacy

BAKERSVILLE
49. Butt Drug Store
50. City Drug Company

BALFOUR
51. Wilson Drug Company, No. 2

BEAUFORT
52. F. R. Bell, Druggist
53. George Davis, M.D., Pharmacist
54. Joseph House, Druggist

BELHAVEN
55. T. R. Gibbs Pharmacy

BELMONT
56. Belmont Drug Company
57. Cox Drug Company
58. East Belmont Drug Store
59. Stowe Drug Company

BENSON
60. Benson Drug Company, Inc.
61. Peacock Drug Company
62. Sherrill Drug Company

BESSEMER CITY
63. Central Drug Store

BETHEL
64. H. L. Rives Drug Company

BILTMORE
65. Aiken's Pharmacy
66. John R. Avera, Druggist
67. Biltmore Drug Store

BLACK CREEK
68. Rice Drug Company

BLACK MOUNTAIN
69. Black Mountain Drug Company, Inc.
70. Jumper's Pharmacy

BLADENBORO
71. Bridger Drug Store
72. Hutchinson's Drug Store

BLOWING ROCK
73. Hodges Drug Co.

BOONE
74. Boone Drug Company
75. Hodges Drug Company

BREVARD
76. Brevard Pharmacy
77. Davis-Long Drug Company
78. S. M. Macfie Drug Company

BROADWAY
79. Broadway Drug Company

BRYSON CITY
80. Bryson City Drug Company
81. Sisk Drug Store

BUIE'S CREEK
82. Wiggins Drug Store

BUNN
83. Bunn Drug Company

BURGAW
84. Dees Drug Store

BURLINGTON
85. Acme Drug Company, Inc.
86. Burlington Drug Company, Inc.
87. City Drug Company

88. Davis St. Pharmacy, Inc.
89. East End Drug Store
90. Freeman Drug Company
91. Heritage-Wilson Drug Company
92. E. S. White Pharmacy
93. Wooten Drug Company, Inc. (col.)
94. Mitchell's Drug Store

BURNSVILLE
95. Robertson Brothers, Druggists

CAMERON
96. Sloan's Drug Store

CANDOR
97. Candor Drug Company

CANTON
98. Canton Drug Store
99. Martin's Drug Store
100. Champion Drug Store

CARRBORO
101. E. S. Merritt

CARTHAGE
102. Shield's Drug Company

CARY
103. Adams Drug Company

CATAWBA
104. Catawba Drug Company

CERRO GORDO
105. Cerro Gordo Drug Store

CHADBOURN
106. Chadbourn Drug Company, Inc.
107. John E. Koonce Drug Company

CHAPEL HILL
108. Eubanks Drug Company
109. Sutton's Drug Store
110. Pritchard-Lloyd, Inc.

CHARLOTTE
111. Belmont Pharmacy
112. Blair Bros. and Company
113. Carolina Cut Rate Drug Store, Inc.
114. Carolina Pharmacy
115. Charlotte Drug Company
116. Eckerd's of Charlotte, N. C., Inc.
117. Five Points Drug Company
118. Hoskin's Drug Company
119. Independence Drug Store
120. Louis K. Liggett Company, No. 733
121. Myers Park Pharmacy
122. People's Drug Store
123. Perry Drug Store
124. Reese-Stowe Company
125. E. F. Rimmer Drug Company
126. Sheppard Drug Company, Inc.
127. Sterling Drug Company
128. Stonewall Pharmacy
129. James P. Stowe and Company
130. Tingen-Summey Drug Store
131. Tryon Drug Company, Inc., No. 1
132. Tryon Drug Company. No. 2
133. T. A. Walker, Druggist
134. Yates Pharmacy
135. Yancey's Drug Store (col.)
136. Spoon's Pharmacy
137. Derrick Pharmacy
138. John Young, Druggist
139. Lyon's Pharmacy
140. Park Place Pharmacy, Inc.
141. Rex Drug Store
142. Parkwood Pharmacy
143. New Plaza Drug Store
144. Wilmore Pharmacy
145. McNeely Drug Co.

CHERRYVILLE
146. Allen Drug Company
147. Beam Drug Company

CHINA GROVE
148. Phillips Drug Company
149. Sloop Drug Company

CLARKTON
150. G. L. and E. S. Clark

CLAYTON
151 Beddingfield Brothers
152. Poole's Cut Rate Drug Store

CLIFFSIDE
153. Cliffside Mills Drug Store

CLINTON
154. Butler's Pharmacy
155. Sanders Drug Company
156. Moseley-Chestnutt

CLYDE
157. Clyde Pharmacy

COATS
158. Coats Pharmacy

COLUMBIA
159. Columbia Drug Company

COLUMBUS
160. D. D. Pattie

CONCORD
161. Cabarrus Drug Company
162. Cline's Pharmacy
163. Gibson's, Inc.
164. Pearl Drug Company, Inc.
165. Porter Drug Company, Inc.

CONOVER
166. Conover Drug Company

COOLEEMEE
167. Cooleemee Drug Company

CORNELIUS
168. Guion Drug Company

CRAMERTON
169. Cramerton Drug Company

CREEDMOOR
170. Creedmoor Drug Company

CLEVELAND
171. Cleveland Drug Company

DALLAS
172. P. D. Summey

DAVIDSON
173. White Drug Company

DENVER
174. Denver Drug Company

DOBSON
175. Stone-Marion Drug Co.

DRAPER
176. Draper Pharmacy

DUNN
177. Fitchett Drug Company
178. Hood and Grantham
179. Paul C. Hood & Company
180. Warren Drug Company
181. Butler & Lee Drug Co.

DURHAM
182. R. Blacknall and Son
183. Bull City Drug Store (col.)
184. Coleman's Drug Store
185. Eckerd's of Durham, N. C., Inc.
186. Five Points Drug Company
187. Hardee's Pharmacists
188. Hayti Drug Store (col.)
189. Haywood and Boone
190. John L. Howerton, Druggist
191. C. E. King and Son
192. Mack's Drug Store
193. McKay's Pharmacy
194. Montague's Pharmacy
195. North Durham Drug Store
196. Owl Pharmacy
197. Paragon Pharmacy
198. Rogers' Drug Company
199. Biltmore Drug Store, Inc. (col.)
200. University Pharmacy, Inc.
201. West Side Pharmacy
202. Whelan Drug Company, Inc.
203. C. H. King Drug Company, Inc.

EAST DURHAM
204. Boone Drug Co.
205. Crabtree Pharmacy

EAST FLAT ROCK
206. Miller's Drug Store

EAST SPENCER
207. Piedmont Drug Company

EDENTON
208. Mitchener's Pharmacy
209. Leggett and Davis, Inc.

ELIZABETH CITY
210. Albemarle Pharmacy
211. Apothecary Shop
212. Overman and Stevenson
213. Sedberry's Drug Store

ELIZABETHTOWN
214. Hutchinson Drug Store, Inc.
215. Robinson Drug Co.

ELKIN
216. Abernethy's Pharmacy
217. Turner Drug Company
218. Choate and Browne Pharmacy

ELLERBE
219. Warner Drug Company

ELM CITY
220. Elm City Pharmacy
221. Winstead Drug Company

ENFIELD
222. W. E. Beavens
223. Harrison Drug Company
224. Whitaker's Drug Company

ENKA
225. Community Pharmacy

ERWIN
226. E. R. Thomas Drug Company

FAIR BLUFF
227. Floyd-Anderson Drug Company, Inc.
228. Rogers Drug Store

FAIRMONT
229. Fairmont Drug Company
230. Robeson Drug Company

FAISON
231. Morton Drug Store

FAITH
232. H. A. Fesperman Co.

FARMVILLE
233. Farmville Drug Company
234. Wheeless Drug Company, Inc.

FAYETTEVILLE
235. J. S. Hall Drug Company
236. Hart's Pharmacy
237. H. R. Horne and Sons
238. Mackethan and Company, Druggists
239. Massey Hill Drug Company
240. Mathews Pharmacy
241. Perry's Drug Store (col.)
242. Souder's Pharmacy
243. Williston Drug Store (col.)

FALLSTON
244. Lackey Drug Company

FLETCHER
245. Ideal Pharmacy

FOREST CITY
246 People's Drug Store
247. Gray Drug Co.

FOUNTAIN
248. Fountain Drug Company

FOUR OAKS
249. Four Oaks Drug Company

FRANKLIN
250. Angel Drug Store
251. Perry's Drug Store

FRANKLINTON
252. L. W. Henderson's Pharmacy

FREMONT
253. Whitley Drug Company

FUQUAY SPRINGS
254. Elliott's Pharmacy

GARLAND
255. L. A. Warren, Druggist

GARNER
256. Davenport Drug Company

GASTONIA
257. J. L. Adams Drug Store
258. East Gastonia Pharmacy
259. Franklin Drug Store
260. Gaston Drug Company, Inc.
261. Kennedy Drug Company
262. Loray Drug Store
263. Caldwell's Drug Store
264. People's Drug Store

265. Union Pharmacy (col.)
266. Lytle Drug Company (col.)
267. Victory Drug Store
268. Durham Pharmacy
269. Willis and Lynn
270. Jacob's Pharmacy

GIBSON
271. Gibson's Drug Company

GOLDSBORO
272. Andrews Drug Company
273. Brown's Drug Store
274. Goldsboro Drug Company
275. Hicks and Hawley's Drug Store
276. M. E. Robinson and Bro.
277. Andrews Cash Drug Company
278. Palace Drug Store
279. Vinson Drug Store

GRAHAM
280. Graham Drug Company
281. Wrike Drug Company

GREENSBORO
282. Asheboro Street Pharmacy
283. Best Drug Store
284. College Pharmacy, Inc.
285. Davis Street Drug Company
286. Fordham's Drug Store
287. Fordham-McDuffie Drug Company
288. Glenwood Drug Company, Inc.
289. Green Street Drug Company
290. Grissom Drug Company
291. Herndon's Pharmacy
292. King Cotton Drug Store
293. Liggett's Drug Store, No. 745
294. McNeely's Drug Store
295. O. Henry Drug Store, No. 1
296. O. Henry Drug Store, No. 2
297. O. Henry Drug Store, No. 3
298. O. Henry Drug Store, No. 4
299. O. Henry Drug Store, No. 5
300. People's Drug Store (col.)
301. Revolution Pharmacy
302. Stratford-Weatherly Drug Company
303. White Oak Drug Company
304. Whelan Drug Company, Inc.
305. Carolina Pharmacy
306. Weaver-Sykes Drug Co.
307. Greensboro Drug Co.
308. Wilson's Pharmacy

GREENVILLE
309. Eldridge's Drug Store
310. Greenville Drug Company
311. Hill-Horne Drug Company
312. Charles O'H. Horne
313. Pitt Drug Company
314. B. S. Warren, Druggist

GROVER
315. People's Drug Company

GULF
316. Palmer's Drug Store

HALIFAX
317. Vinson's Pharmacy

HAMILTON
318. E. M. Long Drug Store

HAMLET
319. Mabry's Drug Store
320. Mitchell Drug Co., Inc.
321. C. & W. Pharmacy

HARRISBURG
322. Dr. N. E. Lubchenko

HAW RIVER
323. Haw River Drug Company
324. Purity Drug Company, Inc.

HAYSVILLE
325. Pass Drug Co.

HAZELWOOD
326. McKay's Pharmacy

HEMP
327. McCrimmon Drug Company

HENDERSON
328. Dorsey's Drug Store
329. Kerner Drug Company
330. Miles Pharmacy
331. Opera Drug Store (Woolards)
332. Page-Hocutt Drug Company
333. Thomas-Culpepper Drug Company
334. R. E. Wimberley (col.)
335. W. W. Parker, Druggist
336. Southside Drug Company
337. People's Drug Store
338. Wiggins Cut Rate Drug Store

HENDERSONVILLE
339. Jackson Pharmacy, Inc.
340. Justus Pharmacy
341. Rose Pharmacy
342. Wilson Drug Company, No. 1
343. Scruggs Drug Store, Inc.

HENRIETTA
344. Henrietta Mills Store, No. 1

HERTFORD
345. Anderson Drug Store
346. Sparks' Drug Store

HICKORY
347. Highland Drug Store
348. R. A. Grimes Company
349. Hickory Drug Company
350. Lutz Drug Company
351. Shook Drug Company
352. Wolfe Drug Company
353. King's Pharmacy

HIGHLAND
354. Highland's Drug Store

HIGH POINT
355. Arthur's Pharmacy
356. Cecil's Drug Store, Inc.
357. Greene Drug Company
358. Hart's Pharmacy, Inc.
359. Hoffman's Drug Company
360. Ingram's Pharmacy
361. Eckerd's of High Point, N. C., Inc.
362. Joiner's Drug Store
363. Mann Drug Company, No. 1
364. Mann Drug Company, No. 2
365. Matton Drug Company
366. Ring Drug Company
367. C. A. Ring and Sons

368. Washington Street Pharmacy (col.)
369. Economy Drug Store, Inc.
370. Cecil-Simpson Drug Co.

HILLSBORO
371. W. A. Hayes Drug Store
372. Hillsboro Drug Company
373. People's Drug Company

HOFFMAN
374. Hoffman Drug Company

HOLLY SPRINGS
375. Model Pharmacy

HUDSON
376. Hickman Drug Co.

HUNTERSVILLE
377. Griffin Drug Company

JACKSON
378. Jackson Drug Company

JAMESTOWN
379. Speedway Drug Store

JONESBORO
380. Lee Drug Store

KANNAPOLIS
381. Kannapolis Drug Company
382. F. L. Smith Drug Company
383. Center View Pharmacy, Inc.

KENANSVILLE
384. Kenansville Drug Co.

KENLY
385. Fulghum's Drug Store

KERNERSVILLE
386. Pinnix Drug Store

KING
387. King Drug Company

KING'S MOUNTAIN
388. Griffin Drug Company
389. Summers Drug Company

KINSTON
390. Creech Drug Company
391. Jack Temple Drug Co.
392. Dunn's Drug Store
393. J. E. Hood and Company
394. Lenoir Drug Company
395. E. B. Marston Drug Company
396. Kinston Pharmacy
397. Stroud Drug Company

KNIGHTSDALE
398. Knightsdale Pharmacy

LAGRANGE
399. Adams Drug Company

LANDIS
400. Linn-Edwards Drug Company

LATTIMORE
401. Brilee Drug Company

LAUREL HILL
402. Calhoun Drug Company

LAURINBURG
403. Everington Drug Store
404. J. T. Fields, Jr.
405. Laurinburg Drug Store
406. Scotland Drug Company

LEAKSVILLE
407. Carolina Drug Company
408. Chandler Drug Company
409. Leaksville Drug Company

LENOIR
410. Ballew's Cash Pharmacy
411. Crawford's Drug Store
412. Tate's Drug Store
413. McNairy's Drug Store

LEWISTON
414. Humphrey's Pharmacy

LEXINGTON
415. City Drug Company, Inc.
416. Lexington Drug Company
417. People's Drug Store, Inc.
418. Jones Drug Co.

LIBERTY
419. Liberty Drug Store

LILLINGTON
420. Tugwell's Pharmacy
421. LaFayette Drug Co.

LINCOLNTON
422. Childs-Wolfe Drug Company, Inc.
423. Lawing and Costner
424. Lincolnton Drug Company

LINDEN
425. W. C. Melvin, M.D.

LITTLETON
426. Harrison's Drug Store
427. E. B. Perry
428. Browning's Drug Store Co.
429. Littleton Pharmacy

LOUISBURG
430. S. P. Boddie, Druggist
431. F. R. Pleasants', Druggist
432. Scoggins Drug Store

LOWELL
433. Lowell Drug Company

LUCAMA
434. Cash Drug Store

LUMBERTON
435. Hedgepeth's Pharmacy, Inc.
436. Johnson's Drug Store
437. Lumberton Drug Company
438. J. D. McMillan and Son

MACCLESFIELD
439. Webb Drug Company

MADISON
440. R. A. Eilington Drug Company, Inc.
441. Piedmont Drug Company, Inc.

MAIDEN
442. Campbell's Drug Store

MANTEO
443. Manteo Drug Co.

MARION
444. Kirby Drug Company, Inc.
445. Rexall Drug Store
446. Streetman Drug Company
447. Tainter's

MARSHALL
448. Marshall Pharmacy
449. Moore's Pharmacy

MARS HILL
450. College Pharmacy

MARSHVILLE
451. Guion's Drug Store
452. Union Drug Company

MATHEWS
453. Mathews Drug Company

MAXTON
454. Austin Drug Company, Inc.
455. Hutchinson Drug Co., Inc.

MAYSVILLE
456. Cash Drug Store

MEBANE
457. Mebane Drug Company
458. Pickard Drug and Seed Store

MICRO
459. Pearce Drug Company

MIDDLESEX
460. Middlesex Drug Company, Inc.

MIDLAND
461. Midland Pharmacy

MILTON
462. Lewis Walker, Druggist

MOCKSVILLE
463. Le Grand's Pharmacy

MONROE
464. Gamble Drug Company
465. Secrest Drug Company
466. Phifer's Pharmacy
467. Wilson Drug Company

MOORESVILLE
468. George C. Goodman and Company
469. Miller Drug Company, Inc.
470. Mooresville Drug Company
471. White-Stonestreet Pharmacy

MOREHEAD CITY
472. Walter Hufham, Druggist
473. Morehead City Drug Company

MORGANTON
474. Burke Drug Company
475. Davis Drug Company
476. Kibler Drug Company

MORRISVILLE
477. Morrisville Drug Store

MORVEN
478. Morven Drug Company, Inc.

MOUNT AIRY
479. Hollingsworth Drug Company, Store No. 1
480. Hollingsworth Drug Company, Store No. 2
481. Turnmire and Lamm
482. W. S. Wolfe Drug Company
483. Mt. Airy Drug Company, Inc.

MT. GILEAD
484. Cochrane-Ridenhour Drug Company

MT. HOLLY
485. Holland Drug Company
486. Summey Drug Company

MOUNT OLIVE
487. Aaron's Pharmacy, Inc.
488. Mount Olive Drug Store
489. Williams Drug Company, Inc.

MOUNT PLEASANT
490. A. W. Moose Company

MURPHY
491. R. S. Parker
492. Mauney Drug Co.

NASHVILLE
493. Ward Drug Company

NEWLAND
494. Dr. Lovett's Pharmacy

NEW BERN
495. Joe Anderson's Drug Store
496. Davis Pharmacy
497. Duffy's Drug Store
498. Five Points Drug Store (col.)
499. Pinnix Drug Store
500. Wood Drug Company
501. Alston's Drug Store (col.)
502. Gaskin's Soda Shop
503. Shaw Drug Co., Inc.

NEWPORT
504. Edward's Drug Company

NEWTON
505. H. & M. Drug Company
506. Central Drug Company
507. North Newton Drug Store

NORLINA
508. Walker Drug Company, Inc.

NORTH CHARLOTTE
509. Gamble Drug Company
510. Hand's Pharmacy

NORTH WILKESBORO
511. North Wilkesboro Drug Company
512. Wilkes Drug Company, Inc.
513. R. M. Brame and Sons
514. Horton Drug Co.

NORWOOD
515. Phillips Drug Company

OAKBORO
516. Barger Drug Store

OLD FORT
517. Bradley Drug Company
518. Old Fort Drug Company

OXFORD
519. J. G. Hall
520. Herring & Etheridge, Druggists
521. Lyon's Drug Company

PENROSE
522. Penrose Drug Store

PIKEVILLE
523. Register's Drug Store

PILOT MOUNTAIN
524. Hollingsworth Drug Company, No. 3
525. Trotter's Drug Store

PINEHURST
526. Carolina Pharmacy, Inc.
527. Pinehurst Pharmacy

PINETOPS
528. Service Drug Store
PINEVILLE
529. Pineville Drug Company
PARKTON
530. Gram Drug Company
PITTSBORO
531. G. R. Pilkington, Druggist
532. Pittsboro Drug Company
PLYMOUTH
533. E. G. Arps
534. O. Henry Drug Store
535. Rexall Drug Store
POLKTON
536. Polkton Drug Company
PRINCETON
537. Poole Drug Store
RAEFORD
538. Hoke Drug Company
539. Reaves Drug Store, Inc.
RALEIGH
540. Boon-Iseley Drug Company
541. J. C. Brantley, Druggist
542. Capitol Drug Store
543. College Court Pharmacy
544. Edwards Drug Company
545. C. H. Fleming Drug Company
546. Galloway's Drug Store
547. Galloway's Professional Building Pharmacy
548. Hamlin Drug Company, Inc. (col.)
549. Love Drug Store (col.)
550. Mallette Drug Company, Inc. (col.)
551. Martin Street Pharmacy
552. Parker, Inc.
553. Person Street Pharmacy
554. Saunders Street Pharmacy
555. Sir Walter Drug Store, Inc.
556. Walton's Pharmacy
557. Wake Drug Store
558. R. I. Williams
559. Wiggins Drug Store
560. Wiggins Drug Store
561. Wilmont Drug Store
562. Dizor's Pharmacy
563. Langdon's Pharmacy
564. Eckerd's of Raleigh, N. C., Inc.
565. Senter's Drug Store
566. Hayes-Barton Pharmacy
567. Person Street Pharmacy, No. 2
RAMSEUR
568. Ramseur Pharmacy, Inc.
RANDLEMAN
569. Randleman Drug Company
RED SPRINGS
570. Red Springs Drug Company
571. Townsend's Pharmacy
REIDSVILLE
572. Ellington Drug Company
573. Fetzer's Drug Store
574. Gardner Drug Store
575. R. H. Tucker, Druggist
576. Kappa Pharmacy (col.)
RICH SQUARE
577. Rich Square Drug Company
ROANOKE RAPIDS
578. Roanoke Pharmacy Company, Inc.
579. Taylor-Mathews Company, Inc.
ROBERSONVILLE
580. David Grimes Drug Company
581. Fulmers, Inc.
ROCKINGHAM
582. L. G. Fox Drug Company
583. R. P. Lyon Drug Company
584. Bristow Drug Company
585. Hough Drug Company
ROCKWELL
586. Rockwell Drug Company
ROCKY MOUNT
587. Burnett Drug Company (col.)
588. Douglas-Armstrong Drug Company (col.)
589. H. L. Hicks Drug Company
590. Kyser Drug Company, Inc.
591. T. C. McCall Drug Company
592. May and Gorham
593. I. W. Rose Drug Company, Inc.
594. Standard Drug Company, Inc.
595. Wiggins Drug Store
596. The C. O. D. Drug Co., Inc.
ROSEBORO
597. Melvin Brothers
598. D. W. Tart
ROSE HILL
599. Miller's Drug Store
ROSEMARY
600. Rosemary Drug Company
601. Taylor's Drug Store
ROSMAN
602. Rosman Drug Company
ROWLAND
603. Rowland Drug Company
ROXBORO
604. Davis Drug Company
605. Hambrick, Austin and Thomas
606. Roxboro Drug Co.
RURAL HALL
607. Rural Hall Drug Company, Inc.
RUTHERFORDTON
608. The Robinson Company, Inc.
609. Thompson-Watkins Company
RANLO STATION
610. Ranlo Drug Store
RED OAK
611. Dr. J. H. Martin
SALEMBURG
612. Butler Drug Company
SALISBURY
613. Carter & Trotter, Inc.
614. Empire Drug Company, Inc.
615. Innes Street Drug Company
616. Main Drug Company, Inc.
617. Peeler Drug Company
618. Purcell Drug Company

619. Purcell Drug Co., No. 2
620. Tom's Drug Store, Inc.
621. Yadkin Pharmacy
622. Eureka Drug Company (col.)

SALUDA
623. Saluda Pharmacy

SANFORD
624. Acme Drug Company
625. Crabtree Drug Company
626. Lee Drug Company
627. Dr. I. H. Lutterloh
628. Phillip Boykin Drug Company, Inc.
629. Thomas Drug Store

SCOTLAND NECK
630. North End Drug Store
631. J. D. Hall
632. E. T. Whitehead Company, Inc.

SELMA
633. E. V. Woodard, Druggist
634. Selma Drug Company

SHALLOTTE
635. Shallotte Drug Company

SHELBY
636. Cleveland Drug Company
637. Julius A. Suttle
638. Paul Webb and Son
639. Stephenson Drug Company

SIMS
640. Nichols Drug Company

SMITHFIELD
641. Creech's, Inc.
642. Hood Brothers

SOUTH GASTONIA
643. Pinkney Drug Store

SOUTHERN PINES
644. Broad Street Pharmacy
645. Thrower's Pharmacy

SOUTHPORT
646. Leggett's Drug Store
647. Watson's Pharmacy Company

SPARTA
648. B. and T. Drug Company

SPENCER
649. H. M. Cooke Pharmacy
650. Rowan Drug Company

SPINDALE
651. Spindale Drug Company

SPRAY
652. Joyce Drug Company
653. Spray Drug and Chemical Company

SPRING HOPE
654. Hale's Pharmacy
655. South Side Pharmacy

STANLEY
656. J. W. Dellinger and Son

SPRUCE PINE
657. Spruce Pine Pharmacy
658. Day's Drug Store

STANTONSBURG
659. Stantonsburg Drug Company

STAR
660. Wallace Drug Store

STATESVILLE
661. Polk Gray Drug Company
662. Logan Stimson and Son
663. Rhyne's Drug Store
664. Statesville Drug Company, Inc., No. 1
665. Purcell Drug Company
666. Boulevard Drug Store

STEDMAN
667 Marshburn Drug Company

STONEY POINT
668. Sloan Drug Company

STOVALL
669. R. T. Gregory

ST. PAULS
670. Granthan Drug Company
671. Wiggins Drug Store

SWANNANOA
672. Ward's Pharmacy

SWANSBORO
673. Hargett's Pharmacy

SYLVA
674. Buchanan Pharmacy
675. Hooper Drug Store
676. Sylva Pharmacy

TABOR
677. Harrelson Pharmacy

TARBORO
678. Bryan's Pharmacy
679. R. E. L. Cook
680. Edgecombe Drug Company
681. Garrett's Drug Store (col.)
682. Lane Drug Co.
683. E. V. Zoeller and Company

TAYLORSVILLE
684. Munday's Drug Store
685. People's Drug Store

THOMASVILLE
686. Harville Drug Company
687. Thomasville Drug Company
688. Charles R. Thomas, Druggist

TRENTON
689. Trenton Drug Company

TROUTMAN
690. Troutman Drug Co.

TROY
691. Troy Drug Company
692. Efird-Morris Drug Company

TRYON
693. Missildine Pharmacy

VALDESE
694. People's Drug Store

VANCEBORO
695. Ivey Guthrie Drug Store

VARINA
696. Thomas' Drug Store

VASS
697. Wiggins Drug Store

WADESBORO
698. Fox and Lyon
699. Parsons Drug Company, Inc.

WAGRAM
700. Shaw and McLean

WAKE FOREST
701. T. E. Holding and Company, Inc.
702. Hardwicke's Pharmacy

WALLACE
703. Dees Pharmacy

WALTONSBURG
704. Jenkins Drug Store

WARRENTON
705. Boyce Drug Company
706. Hunter Drug Company, Inc.

WARSAW
707. Warsaw Drug Company

WASHINGTON
708. S. H. Reid, Prescription Druggist
709. Hood's Drug Company
710. Worthy and Etheridge

WAXHAW
711. Waxhaw Drug Company, Inc.

WAYNESVILLE
712. Alexander's Drug Store
713. Waynesville Pharmacy

WEAVERVILLE
714. Weaverville Drug Company

WELDON
715. Harrison's Drug Store
716. Terminal Drug Store (col.)
717. Weldon Drug Company

WENDELL
718. W. R. Nowell Drug Store
719. Wendell Drug Company

WEST ASHEVILLE
720. Bilbro's Drug Store
721. Craven Drug Store
722. Foster's Drug Store
723. Shieder and Brookshire
724. West Asheville Pharmacy
725. Palace Pharmacy

WEST DURHAM
726. Brewer's Drug Store
727. Callahan's Drug Store
728. Hillsboro Road Drug Company
729. McDonald Drug Store

WEST JEFFERSON
730. Ray Drug Company

WHITAKERS
731. Burnett's Drug Store

WHITEVILLE
732. McNeill's Drug Store
733. Guiton's Drug Store
734. Columbus Drug Store

WILLIAMSTON
735. S. R. Biggs Drug Company
736. Clark's Drug Store
737. Baily-Sessoms Drug Co., Inc.

WILMINGTON
738. Brooklyn Drug Company
739. J. Hicks Bunting Drug Company
740. Futrelle's Pharmacy
741. Green's Drug Store
742. Hall's Drug Store
743. Hanover Drug Company
744. Hardin's Pharmacy
745. Ideal Pharmacy (col.)
746. Jarman's Pharmacy
747. Koonce Drug Company
748. Nicstlie's Medicines
749. Saunders Drug Company
750. Service Drug Company
751. Southside Drug Company
752. Spear's Drug Company, No. 1
753. Standard Pharmacy
754. Pinehurst Pharmacy
755. City Drug Store
756. People's Drug Store
757. Tom's Drug Co.

WILSON
758. Barnhill's Drug Store
759. Herring's Drug Store
760. Ideal Pharmacy (col.)
761. Matthews Drug Store
762. Miller's
763. Roy Moore's Drug Store, Inc., No. 1
764. Roy Moore's Drug Store, Inc., No. 2
765. Turlington and Morrison
766. Wilson Drug Company, Inc.
767. Tarkington's Pharmacy
768. Shade's Pharmacy (col.)

WINDSOR
769. Pugh's Pharmacy
770. Windsor Pharmacy Company, Inc.

WINSTON-SALEM
771. Bobbitt Drug Company, Inc.
772. Crescent Drug Company
773. Fairview Drug Company, Inc.
774. Forsyth Drug Company
775. Granville Drug Company
776. Hall's Drug Company (col.)
777. Hutchin's Drug Company, No. 1
778. Hutchin's West End Drug Store
779. Liberty Drug Company
780. Neely-Hairston Drug Company (col.)
781. Nissen Drug Company, Inc.
782. E. W. O'Hanlon, Inc.
783. Owens Drug Company, Inc.
784. Patterson Drug Company
785. T. L. Streetman
786. Summit Street Pharmacy
787. Taylor Drug Company
788. Taylor's Pharmacy
789. Thompson Drug Store, No. 2, Inc.
790. United Retail Drug Store
791. Sam E. Welfare
792. Woodland Avenue Drug Company (col.)
793. Bobbitt's Pharmacy
794. Causey Drug Store
795. Ideal Drug Store (col.)
796. Thompson's Pharmacy

797. Lewis Drug Co.
798. Wilson Drug Store
799. Neely-Hairston Drug Co., No. 2 (col.)
800. Walgreen Co.
801. Carolina Drug Store, Inc.
802. Allen's Modern Drug Store
803. Hutchin's Drug Co., No. 4

WINTERVILLE
804. J. R. Cox

WOODLAND
805. Parker-Taylor Drug Company

YADKINVILLE
806. Norman's Drug Store

YANCEYVILLE
807. Yanceyville Drug Company

YOUNGSVILLE
808. Winston Blanks Drug Company, Inc.

ZEBULON
809. Citizens' Drug Company
810. Zebulon Drug Company

Total Number of Drug Stores Registered June 1, 1931 810

The following stores (eight in number) dropped from list June 1, 1931, for failing to register have since re-registered:

Dinwiddie Drug Store Black Mountain
Gibsonville Drug Co. Gibsonville
Haymount Drug Store Fayetteville
Mooneyham's Drug Store Asheville
Mullen's Pharmacy Asheville
Payne's Drug Co. Wilmington
Quinn's Drug Store, No. 1 Shelby
Quinn's Drug Store, No. 2 Shelby

The following new stores (eighteen in number) have registered since June 1, 1931:

Artice's Pharmacy (col.) Elizabeth City
Caswell Pharmacy, Inc. Kinston
Cecil-Russel Drug Co., Inc. Greensboro
Corner Drug Co. Four Oaks
Highland's Drug Store Highlands
Lewis Drug Company Winston-Salem
Liberty Drug Store, No. 2 Liberty
McCrummen's Drug Store Aberdeen
McLeod's Pharmacy Mebane
Morriss Drug Store Roxboro
New Tryon Drug Co., Inc. Charlotte
O. Jackson Drug Co. (col.) Goldsboro
O'Neal Drug Store Belhaven
People's Drug Store Rowland
Tate's Drug Store, No. 2 Lenoir
Walgreen Company Charlotte
Whelan Drug Company Charlotte
Wood Drug Store Wood

Total Number Drug Stores Registered August 12, 1931 836

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Howell Hall of Pharmacy in Chapel Hill on November 24, 1931. Application for the examination must be filed ten days before the above date with Secretary F. W. Hancock, P. O. Box 910, Oxford, N. C.

NEWLY ELECTED OFFICERS OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

The day following the adjournment of the Fifty-second Annual Meeting of the North Carolina Pharmaceutical Association at Wrightsville Beach mail ballots were sent to all members of the organization listing the nominees for the various elective offices in the Association. During the summer the members returned their voting cards to President Weatherly, who in turn passed the ballots on to a Board of Tellers composed of Messrs. W. M. McKinney, C. C. Fordham, Jr., and R. A. McDuffie, all of Greensboro. This Canvassing Committee, after carefully checking and counting the ballots, announced the following results:

President
Polk C. Gray, Statesville

First Vice-President
A. Coke Cecil, High Point

Second Vice-President
J. M. Hall, Sr., Wilmington

Third Vice-President
H. M. Cooke, Sr., Salisbury

Secretary-Treasurer
J. G. Beard, Chapel Hill

Member of the Executive Committee for a Three-Year Term
C. C. Fordham, Sr., Greensboro

The newly chosen officers will be installed at the 1932 meeting in High Point and will serve for the year 1932-33.

FOR SALE

Taylor Ice Cream Freezer

Make your own ice cream at about half what it now costs you. I will sell you one I have slightly used at substantial saving. Liberal terms.

N. B. PERRY

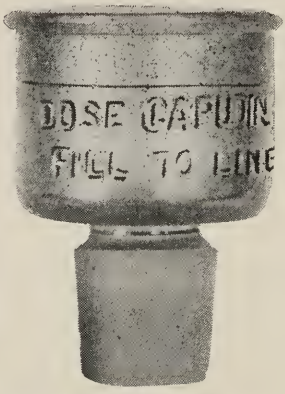
Phone 4795 Charlotte, N. C.



CAPUDINE

DOSE MEASURE with DISPENSING BOTTLE

Convenient and Profitable
Avoids Guessing at Doses
and Ensures Better Profits



FREE TO DISPENSERS

Write Us For One

CAPUDINE CHEMICAL CO.
Raleigh, N. C.

There is no Substitute For DIXIES



Do not be misled by "Just-as-good". Compare the quality, workmanship and sturdy dependability of DIXIES. The word Dixie appears on every cup.

Customers entering your store notice your fountain equipment. Modern service—the very best—should be available there as in your prescription or other departments.

DIXIES lead the field.

GARLAND C. NORRIS & COMPANY

Member
T. M. A.
N. C. P. A.

Selling Agents For North Carolina
Raleigh, North Carolina



Bromo-Seltzer Dispenser

Used at Fountains Will Yield Approximately

SIXTY-FIVE DOSES

From Each Bottle

Dispensing Size Bromo-Seltzer

No Waste Correct Dose

Larger Profits

Dispensers Supplied Trade Gratis

EMERSON DRUG COMPANY

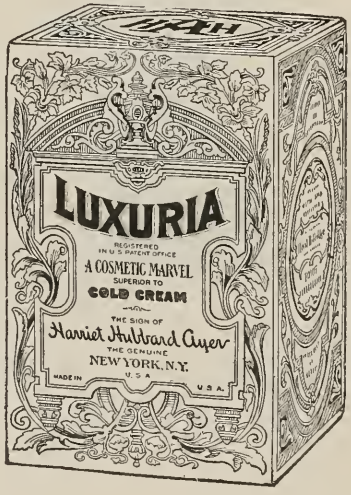
BALTIMORE, MD.

Chicago Los Angeles New York
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All for HAH Beauty

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"The Repeating Line"



Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
Hair Preparations	Manicuring Requisites
Bath Luxuries	Perfumes

"Used by Women Who Know"

HARRIET HUBBARD AYER, Inc.

323 East 34th Street

London **NEW YORK** **Paris**

PAIN and PROFIT

"B.C." relieves the PAIN
You make the PROFIT



When any one comes in and asks the question, "What will stop a headache, sciatic, rheumatic or female pain—and stop it **quick,**" it will be profitable for you to reply "B.C." because B.C. does actually relieve pain in three minutes. Next time YOU have a pain, try it and see! Get your supply from any jobber.

B. C. REMEDY CO.
DURHAM, N. C.

3 MINUTE
relief from PAIN

BC

"SALLY SOTHERN SKETCHES"

Dramatic stories, twice a week, over a radio system that blankets the Southeast—listen in yourself

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WBT, Charlotte
WSJS, Winston-Salem
WWNC Asheville
WNOX, Knoxville
WDOD, Chattanooga
WBRC, Birmingham
WSFA, Montgomery
WSB, Atlanta
WTOC, Savannah
WJAX, Jacksonville
WIOD, Miami Beach

Building Sales for the

SOUTHERN DAIRIES DEALERS

CARDUI's

fifty years of popularity, plus quality and merit, justify its claim to a prominent place on your shelves.

HELPS WOMEN TO HEALTH

The CHATTANOOGA MEDICINE CO., Chattanooga, Tenn.

A Sensational Camera Offer



$1.50 VALUE ONLY 75c

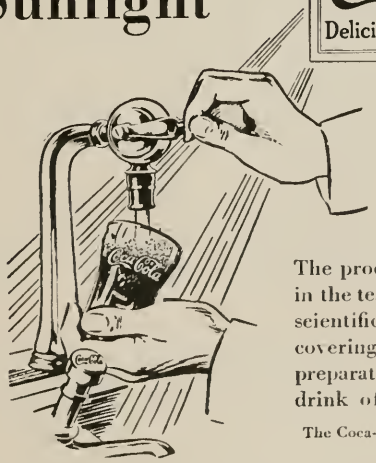
HERE'S a sure-fire sales builder. It's a brand new $1.50 value colored box camera that costs you only 75 cents, and can be sold as a 98-cent special—an astoundingly low price for a colored box camera so attractively and beautifully built as the Model E. The supply is limited, and is restricted to those dealers who have bought an Agfa 1931 Film Cabinet Deal. In blue, gray, green, and red, the Agfa Ansco Model E at this special price, is the sensational box camera of the year. Ask our salesmen about this special Agfa Ansco Model E Box Camera offer.

AGFA ANSCO
MODEL E
in four colors

POWERS - TAYLOR DRUG CO., INC., RICHMOND, VA.

Pure as Sunlight

Drink Coca-Cola
Delicious and Refreshing



The proof of its *purity* is in the testing. Twenty-two scientific tests for *purity*, covering every step in its preparation, safeguard this drink of natural flavors.

The Coca-Cola Co., Atlanta, Ga.

9 MILLION A DAY—IT HAD TO BE GOOD TO GET WHERE IT IS



Mellin's Food

for

Adults and Children

MELLIN'S FOOD is a valuable aid in the management of the diet in any illness of children or adults where nourishment is an important part of the treatment, for the nutritive elements of which it is composed are readily digestible and capable of rapid absorption. In acute stomach upsets, in chronic intestinal disorders, in irritable conditions that involve the entire digestive tract and in febrile diseases, Mellin's Food may be used with much satisfaction.

A DIET generally acceptable to convalescents may be prepared from Mellin's Food, as well as bedtime nourishment for the aged, or to assist in inducing natural, restful sleep in the treatment of insomnia and many extremely nervous conditions.

MELLIN'S FOOD is particularly agreeable to the taste and patients take it readily, which is always of decided advantage whenever a restricted diet is necessary.

Mellin's Food Co., Boston, Mass.



Most likely you don t call it "ATHLETE'S FOOT"... more than likely you have it

● Toe itch, golfer's foot, dobie itch, ringworm of the toes, "Athlete's Foot"—they are names for the same ailment which keeps half the population embarrassed and bothered most of the time. A tiny vegetable parasite, *tinea trichophyton*, causes this trouble but *Absorbine Jr. kills this germ.* Laboratory tests prove that this famous antiseptic penetrates deeply into flesh-like tissues and, wherever it penetrates, it kills the germ of "Athlete's Foot." Clinics have confirmed this fact.

Look between your toes tonight: if the skin is slightly red, or unnaturally white and moist—if there are cracks, or tiny itchy blisters, or dry scales—then you, too, probably have the beginning of a case of "Athlete's Foot!" Douse your feet generously with Absorbine Jr. morning and night —every day. You have always found Absorbine Jr. efficient in relieving strains, sore muscles and bruises—you will find it just as good for "Athlete's Foot." At druggists'—$1.25. W. F. Young, Inc., Lyman Street, Springfield, Massachusetts, U.S.A.

ABSORBINE JR.

For years thousands have found Absorbine Jr. unequaled for sore muscles, muscular aches, sprains, bruises, burns, cuts, abrasions and sunburn. Always have a bottle handy.



MADE BY THE MAKERS OF

UNGUENTINE



5 QUICK REASONS FOR BACKING THIS NEW QUICK SELLER!

Unguentine Skin Cream is an all-year money-maker. Dealers everywhere are finding it so. **So will you!** And here are five reasons why:

1 GREASELESS! STAINLESS! VANISHING!—Unguentine Skin Cream is dainty, snow-white, pleasant to use. Customers buy it—like it—and keep on buying it. Easy sales! Quick turnover for you!

2 A REAL AID TO COMPLEXION BEAUTY—Unguentine Skin Cream tones and rejuvenates dull, sallow, tired complexions. Every sale means a satisfied repeat customer.

3 A MARVELOUS HAND CREAM—Makes red, rough hands soft and smooth. Great for chapping, too. Think of the market that opens up!

4 PERFECT AS A POWDER BASE—A big everyday use that will keep Unguentine Skin Cream moving off your shelves.

5 FOR AFTER-SHAVING, TOO!—Takes the smart out of shaving. Soothes and cleanses the skin. And that's where you get the men customers!

Let a money-maker make money for you. Display Unguentine Skin Cream. In a handy, attractive 60c jar. Or ask your salesman about the new 25c and 50c tubes.

NOTE: Don't sell Unguentine Skin Cream for burns and scalds. Sell Unguentine in the red-and-yellow tube—the antiseptic ointment used in 8 out of 10 hospitals.

The Norwich Pharmacal Co., Norwich, N. Y.

UNGUENTINE SKIN CREAM

Made by the Makers of Unguentine

Old Friends Are Best

Dr. Kilmer's SWAMP-ROOT, a Stimulant Diuretic to the Kidneys, has been sold by the druggists of this country for many years.

It is a medicine of genuine merit. Thousands of letters we have received from druggists indicate that it has won the confidence of the people. We believe that the druggist who recommends it thereby helps his own reputation for reliability and truthfulness as his customer is usually satisfied with the results obtained from the use of Swamp-Root.

It pays the druggist to stand by the preparation that is made upon honor and always kept up to its standard of purity and excellence.

Don't forget to send for Swamp-Root Almanacs — we pay express charges.

Dr. Kilmer & Co.

Binghampton, N. Y.

MEIER'S

"The Juice of the Grape"

GRAPE JUICE

SELL MORE GRAPE JUICE THIS YEAR AT THE FOUNTAIN AND IN BOTTLES

MEIER'S made from the cold process, retaining the natural delicious flavor of the Concord Grape. It has that fresh tart taste that wins and holds friends wherever it is sold.

AND YET IT COSTS NO MORE THAN SOME NOT QUITE SO GOOD

If you are not now using and selling MEIER'S, try a case or drop shipment of five cases on our guarantee. There is none better—here is the price:



4 oz., 72 to Case	$5.40 Case
Pts., 24 to Case	5.25 Case
Qts., 12 to Case	5.00 Case
1-2 Gls., 6 to Case	4.75 Case

Less 10%—5 Case Drop Shipments. Freight allowed.

Order from your Jobber or write

United Sales & Distributing Co.

Southern Representatives

Raleigh, North Carolina



MEMBER T·M·A· OF THE N.C.P.A.

The John C. Meier Grape Juice Company

Silverton, Cincinnati, Ohio

We Have For You—

Three beautiful Display Rooms where you will find the most complete and attractive line of Holiday and Sundry Goods on the market.

We are inviting *You* especially to pay us a visit and inspect our Display. It will be well worth your while, for here you will find quality, variety, and value.

Future dating on Holiday orders.

W. H. King Drug Company

Wholesale Druggists

Raleigh, N. C.

"The House of Friendly Service"

THE SEEMAN PRINTERY, DURHAM, N. C.

VOL. XIII No. 3

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

NOVEMBER, 1931



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

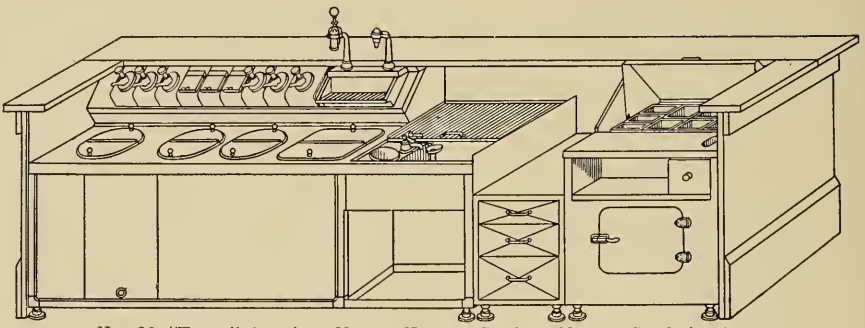
The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing.

We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

THE GEORGIA SHOW CASE COMPANY
MONTGOMERY, ALABAMA
Designers and Manufacturers of High Class Store, Bank and Office Fixtures
Wire or call us collect
Representative
Vance Apartment No. 1 O. T. WOOD Greensboro, N. C.

HERE IS A BRAND NEW DESIGN IN OUR ALL METAL "TEXAN" FOUNTAIN

TWELVE FEET IN LENGTH AND EQUIPPED WITH ALL MODERN CONVENIENCES



No. 83 "Texan" interior; No. 18 Toaster Section; No. 26 Sandwich Bar

Stainless Steel Top and Trim on Unit and Drainer. Chromium Plated Draft Arms and Syrup Pumps. Full Stainless Steel finish on Toaster and Sandwich Sections.

HEAVY COPPER LININGS - - HEAVY INSULATION

"SUPER-CYCLONE" Soda Cooler

ALL METAL CONSTRUCTION
(No Wood)

IMMUNE TO RUST
IMMUNE TO WARPING
IMMUNE TO ROT

The Lowest Priced High Grade Fountain on the market

ICE CREAM CAPACITY, THIRTY GALLONS

Also built in 6 and 8 foot lengths,
with ten and twenty gals. cream capacity

WRITE OR WIRE FOR DETAILS

ROBERT M. GREEN & SONS

Soda Fountain Pioneers **Established 1874**

PHILADELPHIA

North Carolina Distributors:

The W. H. King Drug Co.
Raleigh, N. C.

E. W. Oliver
Carolina Hotel
Raleigh, N. C.



THE BOY WHO FOUND RAINBOWS IN COAL-TAR

One Easter vacation in 1856, 17-year-old William Henry Perkin, a student-assistant in the Royal College of Chemistry, was toiling in an improvised laboratory under the eaves of his English home.

"Throw the rubbish away!" croaked unimaginative Common Sense, when the boy poured in a red fluid and got a dirty, sticky, dark mass at the bottom of his test tube. "Examine it!" whispered Science. "It may be worth something!"

Science was right. Out of that dark ugly mud came a lovely violet-purple dye. This "Mauve" was the first aniline dye ever made from coal-tar.

But young Perkin did more than found an industry. His experiments, and the experiments of other men in these early days, showed the way to a new, *creative* chemistry.

Men began to *build* with atoms!

THE HOUSE OF RESEARCH

PARKE-DAVIS research chemists often spend years in producing a single synthetic medicine. For example, in a recent search for a synthetic drug to accomplish a certain purpose, hundreds of compounds were patiently built up. Each in turn was put to the severest tests. Finally *one* was obtained that met our exacting requirements.

Such is the spirit of the Parke-Davis laboratories. Steadfastly adhering to the high ideals that are woven into the fabric of the organization, stubbornly refusing to compromise with quality, the loyal men and women of our staff feel a keen personal pride in the confidence that the medical and pharmaceutical professions so willingly repose in the products which bear the Parke-Davis label.

PARKE, DAVIS & CO.

The world's largest makers of pharmaceutical and biological products

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Full coverage in the State of North Carolina for National and Local advertisers.
We are striving to please you Mr. Druggist.
Suggestions and criticisms are invited so that our co-operation between druggist and National Advertiser may be greater.

Branches: Asheville, Greensboro and Raleigh, N. C.
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The Best of Prescription Boxes
The Best of Prescription Labels
The Best of Prescription Cartons

At the Best Possible Prices

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P. O. Box 1001 Charlotte, N. C.

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Pictorial Paper Package Corp.

Aurora, Ill. New York, N. Y.

DANISH OINTMENT

(Tilden)

The approved 24-hour treatment for

SCABIES

Price per pound $1.28. Per dozen 2-oz. jars $3.00.

A trial will convince you

(Physicians' sample free upon request)

New Lebanon, N. Y. **THE TILDEN COMPANY** St. Louis, Mo.

Pharmaceutical Chemists since 1848



NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.

Mail Orders for
Norwich Pharmacal Co. Products
Will be appreciated by

John K. Civil
Charlotte, N. C.
Box 52, Elizabeth Station

S. L. Hubbard
Box 270
Reidsville, N. C.

Norris Exquisite Candies
Norris Chocolate Syrup
Norris Salted Nuts



A Consistent Profit Item

Have you checked up recently on the various products whose sales are "holding up" these days? Do so—and you'll find STANBACK right at the top of the list! STANBACK keeps right on paying you, first, because STANBACK advertising is "keeping on" and second, because of the unfailing "repeat" demand.

STANBACK COMPANY
SALISBURY, N. C.

LABELS · Rx Blanks · BOXES
PRINTED & LITHOGRAPHED
PILL & POWDER HINGED OR PLAIN



HINGED BOXES

WILL MAKE YOUR CAREFULLY COMPOUNDED PRESCRIPTIONS "LOOK THE PART" PRICED SO LOW EVERY DRUGGIST CAN USE THEM. GET OUR LATEST SAMPLES AND PRICES

J. G. BARNETTE
310 HAWTHORNE LANE CHARLOTTE, N. C.

E.B. READ & SON CO. BALTIMORE MD.

Send For These 3 Free!

We have prepared three timely circulars, to help druggists in meeting their present-day problems:—

(check those you want)

☐ How to get the physician to write his prescriptions on your blanks.

☐ Winning customers by sheer merit. Economy Group of Pill and Powder Boxes.

☐ Official Shop Label List. You know the correct dose, but your customers don't.

Our 1931 Slogan { Better Goods and Better Service at Less Money } For You and For Us

McCourt Now Makes Printed Sealing Tape

McCOURT LABEL CABINET COMPANY

H. H. Black, President

51 Bennett Street Bradford, Pa.



This Speaks For Itself

MEIER'S

"The Juice of the Grape"

GRAPE JUICE

SELL MORE GRAPE JUICE THIS YEAR AT THE FOUNTAIN AND IN BOTTLES

MEIER'S made from the cold process, retaining the natural delicious flavor of the Concord Grape. It has that fresh tart taste that wins and holds friends wherever it is sold.

AND YET IT COSTS NO MORE THAN SOME NOT QUITE SO GOOD

If you are not now using and selling MEIER'S, try a case or drop shipment of five cases on our guarantee. There is none better—here is the price:



4 oz., 72 to Case	$5.40 Case
Pts., 24 to Case	5.25 Case
Qts., 12 to Case	5.00 Case
1-2 Gls., 6 to Case	4.75 Case

Less 10%—5 Case Drop Shipments. Freight allowed.

Order from your Jobber or write

United Sales & Distributing Co.

Southern Representatives

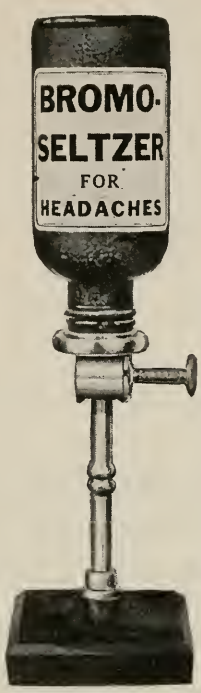
Raleigh, North Carolina



MEMBER T·M·A· OF THE N.C.P.A.

The John C. Meier Grape Juice Company

Silverton, Cincinnati, Ohio



Bromo-Seltzer Dispenser

Used at Fountains Will Yield Approximately

SIXTY-FIVE DOSES

From Each Bottle

Dispensing Size Bromo-Seltzer

No Waste Correct Dose

Larger Profits

Dispensers Supplied Trade Gratis

EMERSON DRUG COMPANY

BALTIMORE, MD.

Chicago Los Angeles New York
San Francisco New Orleans Toronto

Sell and Guarantee

Dr. David's Sanative Wash

For Fifty Years a Success

Order from your Jobber

OWENS & MINOR DRUG CO.
Incorporated
Richmond, Virginia

The Seeman Printery, Inc.

Where *Good* Printing is a Habit

We Specialize in Satisfaction and Promptness

Printers in DURHAM, N. C., Since 1885

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT
CHAPEL HILL, N. C.

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina, under the Act of March 3, 1879

Annual Subscription, $1.00 Single Numbers, 15 Cents

Vol. XIII NOVEMBER, 1931 No. 3

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Chairman of Resolutions Committee.....J. A. Goode, Asheville
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President of Board of Pharmacy.....E. V. Zoeller, Tarboro
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
General Counsel.....F. O. Bowman, Chapel Hill

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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, the time to be announced later.

The fall examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, November 24.

How Can a Drug Store in a Small Town Increase its Business?

By W. C. Ferrell*

When I was asked to make a short talk on some subject of my selection I decided that the following one would more likely be of greater interest and profit than any other I could think of—"How Can a Drug Store in a Small Town Increase Its Business?" Naturally I shall speak of my personal experiences.

Seven years ago I purchased a business whose annual sales amounted to $20,000; now we are doing a business of over $60,000 yearly. My store is in Nashville, a town with a population of 1,200 on a hard surface road ten miles from Rocky Mount, a town of 25,000 people, and forty-six miles from Raleigh with a population of 38,000.

I believe that the success of any merchant or drug store will depend very largely on "what he has to sell." Therefore, one of the main problems he must solve, if he would succeed, is "What shall I buy and how much?" Analyze your trade. Find out the needs of your customers and their ability to buy. You can be helped in this problem by reading drug magazines and journals and kindred literature. You can also secure valuable information from salesmen who represent reputable concerns and from regular attendance at our state and national conventions. You can gather worthwhile information and experiences of druggists at large and from personal contact with the citizens of your community. Last, but not least, profit by what you have learned from experience.

A great number of druggists buy from too many concerns. We should organize our buying. Why? Because if we do a large business with a good concern it will give us extra discounts on purchases. Your interest is the firm's interest and it does not try to overload you. We should buy standard merchandise and merchandise of quality. The stock must be complete enough to meet all normal drug store demands and yet include no slow moves.

Have your stock so developed that it can be attractively displayed with minimum counter space. We should study, plan and make the displays of such design and finish that they will always be clean and attractive in appearance. In fact every drug store should be a model of cleanliness, politeness and courtesy.

I believe in regular advertisement. For me it has always been money well spent. Conservatism is the great barrier to profitable merchandising. It seems to be the watch-word of the public today. Any druggist who can prepare advertising and merchandising plans that will appeal to the ultimate consumer with sufficient force to break down his conservatism and arouse in his mind the desire for possession is sure to be successful. Since human nature is practically the same everywhere it is the experience of thousands of druggists that one of the best ways to break down the conservatism of customers is by putting on real live, attractive special sales. The trade-building power of special sales has recently been brought to our minds in a forcible way by the history of 1930. This is what hundreds of druggists tell us. Because of the depression of the times business decreased on an average of from twenty to twenty-five per cent, but the special sales campaigns made possible increased purchases with the result that the net profits were increased. I have found this to be everlastingly true in conducting my own business and believe that it is universally true of all business that depends on the public for existence—that your business will increase only in proportion to the inducements which you offer to your customers. Thus you will win new customers and increase your volume of business.

"Much of the merchandise carried in drug stores is of a type that usually must

* This address was presented at the 1931 meeting of the N. C. P. A.

be seen to be bought," writes Mr. Alderson, Chief of Business Specialists of the U. S. Dept. of Commerce. We should not display just one article. A novelty of prices gets more attention, moves a greater volume of profitable merchandise, and is more in accord with what people expect to find when they go into drug stores. Let me give you one example. In a survey of 25 retail drug stores reported in "The Business Week," it was found that properly placed open display tables increased the sales of a nationally known tonic by 85.7%, a face cream by 50%, combs by 500%, a mouth wash by 250%, and an antiseptic 86.9%.

If your special advertisement and campaign bring customers to your store then to sell them they must find your display attractive and well arranged and you and your salesmen ready and eager to show and sell—going about same enthusiastically and intelligently.

Another way to increase your business is to develop your prescription department. This is something that requires patient and long continued effort. There are two groups of people toward whom efforts to obtain prescription and other professional work can be directed. One group is composed of the physicians and other professional people, and the second includes the general public. Get acquainted with physicians. It always pays. Let me illustrate. Recently a physician was commenting favorably upon the professional activities of a pharmacist in his neighborhood. He said, "When I first located in this neighborhood that pharmacist called on me in a friendly, neighborly way and without boning me for business invited me to call on him. I did so. He kept reminding me of the professional cooperation that he was prepared to give and while I have no doubt he was doing the same with other physicians in that section I naturally responded." If a detail man from one of the big pharmaceutical manufacturers comes along with a new specialty, a new package of something else that it is to my professional interest to know about nine times out of ten I will receive a friendly note from him stating that he thought I would be interested to know that in the event I wished to prescribe or use a certain product being advertised and detailed by such and such a manufacturer that he had the article in stock. Naturally I felt that my pharmacist friend had also passed upon the merits of the new products being offered by reliable manufacturers, had been reading the advertisements and other literature on the same subjects and that he was keeping abreast of progress along professional lines." So the druggist got the physician's business and won his friendship, and it was not difficult to understand why this pharmacist was enjoying the bulk of the prescription business of that neighborhood. That is the experience of all live wide-awake druggists.

Here are some other ways by which I have increased my volume of business in this time of depression: (1) I have tried to cut down overhead expenses; (2) I have given my whole time to the business; (3) I have watched the small leaks; (4) When some merchandise on hand is not moving I have put on special sales and moved it; (5) I have always given prompt and courteous attention to all customers with cheerful service; (6) I see to it that all prescriptions are filled and delivered promptly; and (7) I have watched collections. In regard to the last statement, I found out last fall that I had a great increase in charge accounts over the previous year. On Dec. 1st I mailed out statements to every customer stating that after Jan. 1, 1931 those owing old accounts need not apply for credit unless the account rendered was paid. This resulted in quite a few accounts being paid and by special arrangement some that did not pay up continued to pay an amount every thirty days to the extent that we are getting more cash and have cut down our charge sales fifty per cent. Our decrease in business during this time has really surprised me. We have lost only about five per cent. and the best part of the year is yet to come.

Another way of winning customers is—the way you treat the little child who comes into your drug store. The time and money spent in making the little heart happy will soon be told to the parents and in turn they

(Continued on Page 112)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T. M. A.—

The members of the T. M. A. have been very negligent about sending in news to the Secretary. So far, no news items have been received. However, each one is forgiven if some news is sent in this month.

— T. M. A.—

The T. M. A. members and druggists all over the state will regret to learn that good ole' **George Clark,** (Canada Dry) has been transferred to Florida. George is one of the most popular members of the T. M. A. as well as one of the most popular salesmen who calls on the drug trade. He will be missed very much. Our best wishes go with him and we hope that he will return to us before the next meeting of the Pharmaceutical Association. His address is 421 North P Street, Lake Worth, Florida.

— T. M. A.—

Mr. John Willie Harrell, who represents the house of Squibb, was given a lovely birthday dinner by Mrs. Harrell on September 17. Many of Mr. Harrell's friends were present and were anxious to find out which anniversary was being celebrated but John Willie refused to tell. Anyway, we hope that he will live another sixty years.

—T. M. A.—

At the last meeting of the T. M. A. at Wrightsville Beach, **Messrs. Rush Hamrick** and **J. B. O'Bannon** were elected to the Board of Governors. They represent the Kendall Medicine Company and Scott Drug Company respectively.

—T. M. A.—

The Secretary is indebted to **George Eidson,** Secretary of the South Carolina T. M. A., for a list of the South Carolina T. M. A. members. Thank you, George.

— T. M. A.—

—T. M. A.—

The salesman who has courage enough to forget competitive lines and thinks only in terms of dealer profit through consumer sales IS THE MAN WHO MAKES AN INDISPENSABLE PROFESSION OUT OF HIS JOB.

He is the man who has the courage to ask himself: "Am I selling merchandise or sales possibilities?"

Without a plan of selling, merchandise is a dead weight. The salesman who can offer his dealers a plan of selling is one of the most important factors of distribution. Can we say more?

How many of us have ever thought of how we can best serve our customers, the druggists? Let's give this thought some consideration. Let's make November a SERVICE MONTH. Let's render each customer some service that will be useful and see how happy we will be for rendering such service.

—T. M. A.—

TEAM WORK WILL WIN

"When this evil old spirit Depression
Swooped down like a wolf on the fold
It seemed that our efforts were useless
And we'd all be left out in the cold.

"We've been through the wars, my brothers,
Been out in the snow and the rain,
But our leaders stood up like Gibraltar—
Now we're out in the sunshine again.

"But do not let up for a moment—
Let others continue to weep;
For we will, with a pull all together,
Put our business on top of the heap."—Geo. H. Gilmer.

— T. M. A.—

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor* Chapel Hill, N. C.

New Merchants' License Tax Law

From the numerous inquiries that have come to the writer relative to the new Merchants' License Tax, enacted by the 1931 General Assembly, being section 164 of the Revenue Act of 1931, there appears to be considerable confusion with respect to this new tax statute.

In the first place, of the numerous tax measures directly affecting retail druggists submitted and considered at the last session of the Legislature, each and every one was killed with the exception of The Merchants' License Tax, which places a tax on retail merchants of approximately one-tenth of one per cent of their gross sales. Under the vexing conditions prevailing at Raleigh, the very best the retailers of the State could hope for was to be left with the same tax burden as they had been carrying. Instead of their taxes being lessened, until the closing days of the 141 day Legislative Session, it looked as though revenue measures would be enacted greatly increasing them. Finally, however, when a compromise was being negotiated, friends of the retail merchants who were bitter opponents of the sales tax proposals, in order to effectuate the compromise, thereby breaking the deadlock on the Revenue Act, accepted the Merchants' License Tax, which was intended to place upon the merchants of the State an amount of tax approximating the tax reduction on ad valorem taxes. And, here, let me state that the tax reduction measures enacted by the 1931 General Assembly will relieve retail druggists of a much greater amount of taxes on their real estate, stock and fixtures that they will have to pay under the Merchants License Tax provision. Particularly will this be true, if they will take advantage of the exemptions, to which they are entitled. The exemptions referred to are provided by Sub-section 4(b) of Section 164 of the Revenue Act, the substance of which will be found in paragraph four (in italics) of the release from the State Department of Revenue, which is given below.

Under an interpretation placed upon this provision by the writer and confirmed by the State Commissioner of Revenue, Hon. A. J. Maxwell, retail druggists before computing the amount of tax they shall pay, may deduct from the total gross sales of their business the following: The total sales of all fountain drinks, manufactured, mixed, or blended at the soda fountain, together with sales of all, prescriptions and drugs and all other preparations dispensed, cafe service, and drug store made sandwiches. In other words, the total sales from any and all articles manufactured, mixed, produced, blended, or processed at your store, may be deducted from the total gross sales of your business, before computing the amount of tax you are to pay the State under this provision. The release issued by the State Department of Revenue sets forth the substance of the section in question. It follows:

License Tax on Merchants, Wholesale and Retail

Based on Sales Beginning June 1, 1931.

Section 164 of the Revenue Act imposes a tax in addition to any other tax imposed in said Act, upon wholesale and retail merchants for the privilege of opening, establishing, operating and/or maintaining any store, mercantile establishment, or place of business for the purpose of selling goods, wares or merchandise at wholesale or retail.

The law requires that every merchant shall keep an accurate record of sales beginning June 1st, including both cash and time sales. If business is part wholesale and part retail, separate record of wholesale and retail sales should be made.

The word merchant is defined as any individual, firm, or corporation, domestic or foreign, selling goods, wares or merchandise at wholesale or retail, except those actually engaged in gardening and farming and selling garden and farm produce, raised by them in this State; nor sales of fertilizer.

It is the purpose of the section to impose a tax upon the sales of articles that are bought and sold, and does not apply to the producing, manufacturing, mixing, blending or processing articles of commerce, or to the sale of such articles by the producer, manufacturer, mixer, blender or processor.

Gross sales shall be recorded at the price at which such sales were made, whether for cash or on time, and if on time, the price charged on the books for such sale without any allowance for cash discounts and shall be reported as sales with reference to the time of delivery to the purchaser. Accounts found to be worthless and actually charged off for income tax purposes may at corresponding periods be deducted from gross sales, in so far as they represent sales made after June 1st, 1931, and to be added to gross sales if afterwards collected.

Wholesale Merchants: The tax imposed by this section shall be at the following rates for each six months; when the total gross wholesale sales of such merchant for the preceding six months at each place where such business has been carried on, has been:

Not more than $50,000	$ 12.50
More than $50,000 and not more than $250,000	25.00
More than $125,000 and not more than $250,000	50.00
More than $250,000 and not more than 375,000	100.00
More than $375,000 and not more than $500,000	200.00
More than $500,000 and not more than $625,000	250.00
More than $625,000 and not more than $750,000	300.00
More than $750,000 and not more than $875,000	350.00
More than $875,000	

Retail Merchants: When the total gross retail sales of such merchant for the preceding six months or half yearly period at each place where such business has been carried on, has been:

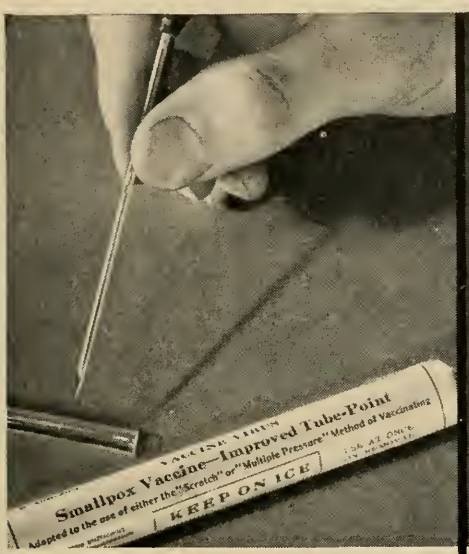
Not more than $5,000	$ 5.00
More than $5,000 and not more than $12,500	12.50
More than $12,500 and not more than $25,000	25.00
More than $25,000 and not more than $50,000	50.00
More than $50,000 and not more than $125,000	125.00
More than $125,000 and not more than $250,000	250.00
More than $250,000 and not more than $375,000	375.00
More than $375,000 and not more than $500,000	500.00
More than $500,000 an additional tax of $250.00 for each $250,000 or major fraction thereof, of such gross retail sales.	

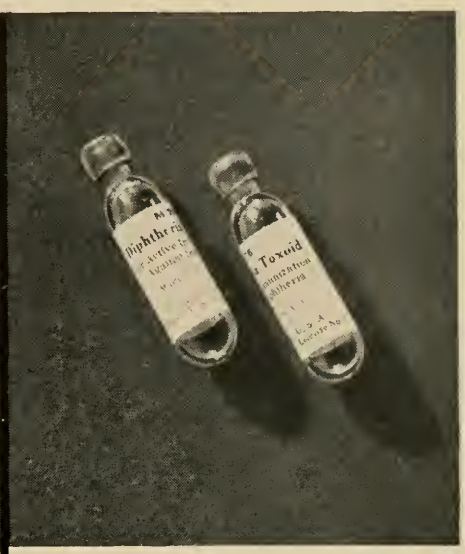
Every merchant shall, within the first ten days of the month of December, 1931, and within the first ten days of the months of June and December thereafter, make report to the Commissioner of Revenue of such merchant's gross sales for the preceding calendar months. Forms will be forwarded prior to December 1st, but failure to receive blanks for such report does not relieve the taxpayer from liability for making said report.

The taxes imposed by this section shall be first payable on or before December 10th, 1931, and on or before the 10th day of June and December of each year thereafter. Every merchant who fails to make report required within the time specified or fails to make remittance of the tax due, or who shall make a false report, shall be liable for a penalty equal to the necessary expenses of travel and per diem of a representative of the Department, who shall be assigned to investigate such violations, and in addition shall be guilty of a misdemeanor and upon conviction shall be fined and imprisoned in the discretion of the Court.

The Commissioner of Revenue is charged with the duty of administering this section any may be made a check of the books and records of every tax-payer at such period as in his judgment may be necessary. Any representative of the Commissioner of Revenue shall have the right to examine any of

PHYSICIANS KNOW THE MERITS of these two seasonable biologicals





Smallpox Vaccine Mulford

- Tested for purity and potency
- Supplied in the Mulford Tube-Point—an unique and efficient vaccine container and inoculating instrument all in one
- Gives good results with all approved technics
- Backed by more than 30 years' continuous experience and research

Diphtheria Toxoid Mulford

- Two injections produce immunity, thereby saving the time of both physician and patient
- Clinical evidence shows 95% or more immunized within 8 weeks
- Contains no serum, so will not produce serum reaction
- Never acquires toxicity with age

The new school year brings increased demands for these products. Your stocks should be ample to meet them.

Mulford Biological Laboratories

SHARP & DOHME—*Philadelphia, Baltimore*

We're Looking for You

IN OUR DISPLAY ROOM

Where a complete line of Christmas Sundries and Staple Goods are now ready for your inspection.

Careful study of this line of seasonable articles and novelties is urged before placing orders elsewhere.

Your visit to our show rooms in Richmond will be awaited with pleasure.



Sundry Department

THE BODEKER DRUG COMPANY

Importers and Wholesale Druggists

Richmond, Va.

PERFUME SETS

Opportunity knocks at the door of those who are prepared.

Complete your stock while your best selling numbers are available.

YARDLEY'S	ARMAND
COTY'S	CHERAMY
HOUBIGANT	CUTEX
MENNEN BABY SETS	MELLO-GLO

SETS FOR MEN

WILLIAMS	YARDLEY'S
COTY'S	MENNEN'S
JERGEN'S	FOUGERE ROYALE

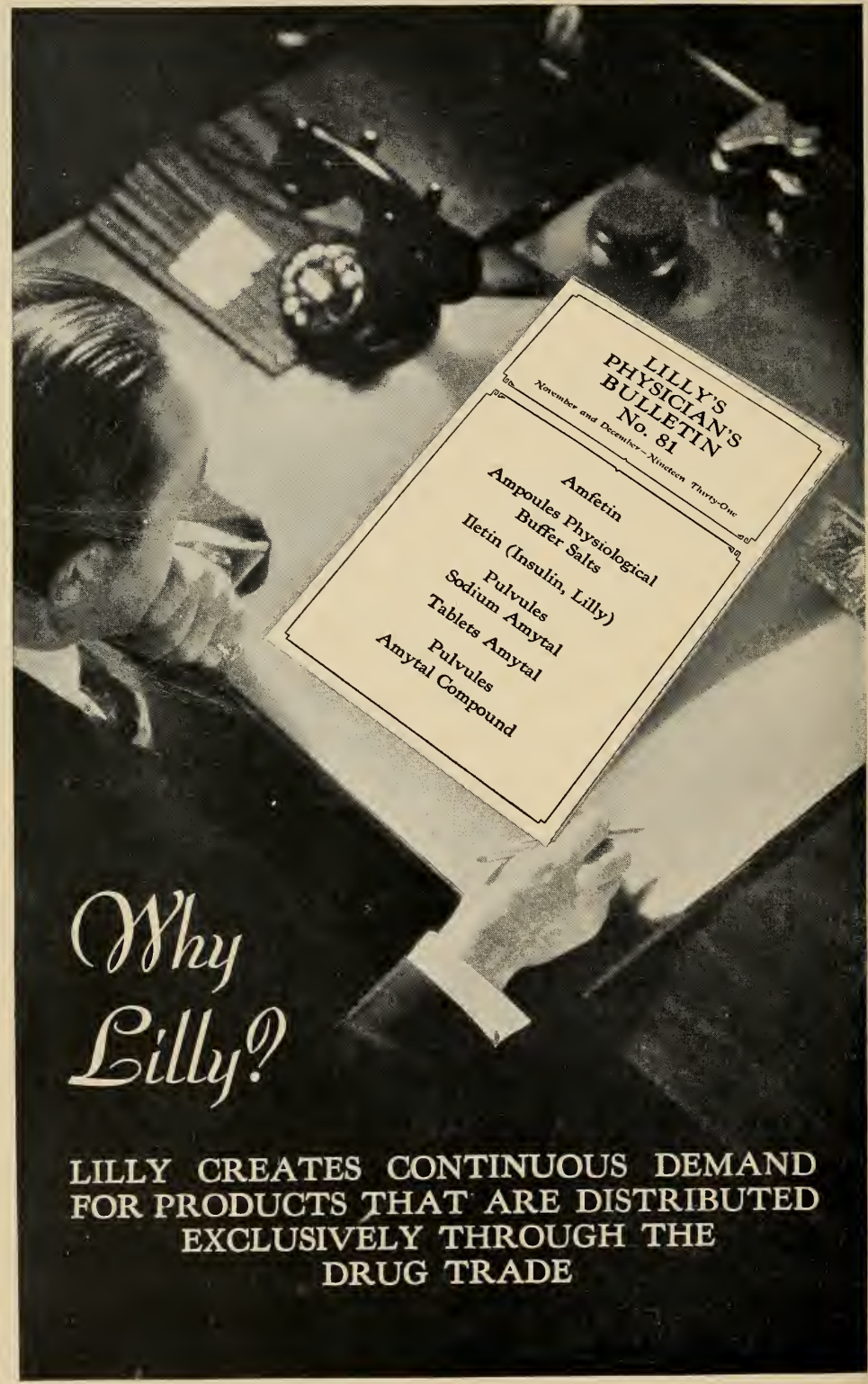
PERFUME ATOMIZERS

IN ASSORTMENTS OR OPEN STOCK

The Bodeker Drug Company

Importers and Wholesale Druggists

Richmond, Va.


LILLY'S
PHYSICIAN'S
BULLETIN
No. 81
November and December—Nineteen Thirty-One
Amfetin
Ampoules Physiological
Buffer Salts
Iletin (Insulin, Lilly)
Pulvules
Sodium Amytal
Tablets Amytal
Pulvules
Amytal Compound
Why
Lilly?
LILLY CREATES CONTINUOUS DEMAND
FOR PRODUCTS THAT ARE DISTRIBUTED
EXCLUSIVELY THROUGH THE
DRUG TRADE

the books and records of every tax-payer. Invoices are required to be kept until examined and checked.

The above are the principal provisions of this section. If there is any doubt in the mind of any tax-payer as to the provisions of the section more complete information will be given on request.

Chain Store Tax Appeal Heard by United States Supreme Court

The Supreme Court of the United States on October 13th heard arguments of counsel on the Appeal of the Great Atlantic and Pacific Tea Company and other chain store operators from the North Carolina branch or chain store tax law, enacted by the 1929 General Assembly imposing a tax of fifty dollars on every store in excess of one which is operated in the State by any person, firm, or corporation under the same general management, supervision, or ownership.

This test case to determine the constitutionality of the chain store tax law was instituted first in the Superior Court of Wake County, following the payment of the tax under protest by the chain store operators by suit against the State for a recovery of the tax paid under this tax statute. The validity of the act was upheld by this Court, whereupon appeal was taken to the Supreme Court of North Carolina, which Court affirmed the decision of the Wake County Superior Court, declaring that the act "is neither arbitrary nor unreasonable, is not violative of the State or Federal Constitution, but that said license, privilege, or occupation tax is imposed by uniform rule, does not deprive plaintiffs of their property without due process of law or deny them equal protection of law." An appeal likewise was taken to the Supreme Court of the United States for final adjudication. And the case already having been heard on the appeal, a determination as to the constitutionality of this tax statute may be expected soon by the Highest Court in our Land.

Under this tax provision, which is section 162 of the Revenue Act, the State has collected approximately $200,000.00 in taxes and penalties from the twelve or thirteen hundred or more chain store operators in the State, during the two and a half years of its operation. Should the Supreme Court declare the act invalid, the State would of necessity make a refund of the above amount, all of which was paid under protest.

It will be remembered that this Court at its Spring Term upheld the constitutionality of the Indiana chain store tax by a vote of five to four, and that a strong plea for a rehearing was filed. However, on October 12th, the day before the hearing of the North Carolina chain store tax law, the petition for a rehearing on the Indiana law was refused, thus precluding a reopening of this case.

Other appeals before the Supreme Court from chain store tax statutes are up from the States of Mississippi and Virginia. The Mississippi case involves an act passed by the law-making body of that State imposing a tax of one-fourth of one per cent on gross sales of all tangible property, plus an additional tax of the same amount on gross sales of persons operating more than five stores. The Virginia case is on appeal by the Great Atlantic and Pacific Tea Company, contesting the validity of a Virginia statute imposing a separate distributing house tax on each house operated by any merchant in that State. This tax statute has already been upheld by a three judge Federal Court.

Attorney General Dennis G. Brummitt submitted a most comprehensive brief with numerous citations of cases to sustain his arguments to the Court. Denying the allegations of the appellants that the tax is arbitrary, oppressive, and violative of the 14th Amendment to the Federal Constitution, the Attorney General submitted the following arguments:

1. Section complained of is a revenue act.

2. There is nothing in the case which takes it out of the general rule that this Court will accept findings of fact made by the court below.

3. The act is constitutional on its face, and the classification made is neither arbitrary nor unreasonable in any of its aspects.

4. A state may use its taxing power to

(Continued on Page 113)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Howell Hall Pharmacy at Chapel Hill, N. C., November 24, 1931, at 9:00 a.m. Applications for the examination should be filed with the Secretary not later than ten days before the date of the examination.

For blanks or information write to

F. W. HANCOCK,
Sec.-Treas.
P. O. Box 910, Oxford, N. C.

General News Items

Friends of **Mr. William Niestlie**, of Wilmington, will be delighted to learn that he is rapidly recovering from a recent illness. He is now spending some time with his son in Winston-Salem.

Mr. C. A. Swaney, formerly with Hutchins Pharmacy, No. 2, in Winston-Salem, is now with Taylor's Pharmacy in the same city.

Mr. E. E. Merrill, of Southern Pines, is now making his home in Norfolk, Va. His residence is at 1112 Rockbridge Ave.

Mr. R. B. Bryan, of Asheville, is prescriptionist for the Enka Drug Co., R. F. D., Chandler.

Mr. L. J. Lea, formerly with the Sylva Pharmacy, of Sylva, has accepted a position with the Austin Drug Co. in Maxton.

Mr. J. E. Turlington has formed a connection with the Asheville Pharmacy and Laboratory Co. in Asheville. For the past several years he has been with western North Carolina drug stores.

Mr. W. R. Wilkins recently became associated with Scruggs Drug Store in Hendersonville.

Mr. J. E. Mull is now associated with Hutchins Pharmacy in Winston-Salem.

Mr. J. W. Williamson, formerly with the Mooresville Drug Co. in Mooresville, is now with the Liberty Drug Co. in Winston-Salem.

Slack's Pharmacy is the name of a new drug store in Tryon, which is operated under the management of **Mr.** and **Mrs. S. A. Slack** and **D. A. Saxon.**

Mr. D. A. Dowdy, of High Point, has taken over the management of the Economy Drug Store in the Furniture City. He is also the owner of the Mann Drug Stores. **Mr. J. B. Jobling**, formerly with the Wingfield Drug Store, of Charleston, S. C., recently became associated with the Economy Drug Store.

Mr. and **Mrs. J. A. Goode**, of Asheville, and **Mr.** and **Mrs. C. L. Eubanks**, of Chapel Hill, represented the N. C. P. A. at the recent annual convention of the N. A. R. D. in Detroit. They report a splendid meeting and a fine time.

Mr. C. L. Thomas, who was prescriptionist for Everington's Drug Store in Laurinburg for some time, has severed his connection with the firm and has gone into business for himself at Jefferson, S. C. He has been succeeded at Laurinburg by **Mr. C. C. Layton**, of Sanford and Raleigh.

Mr. C. W. Eason, formerly with Powell's Pharmacy, of Charlotte, is prescriptionist for the New Tryon Drug Co.

A letter from **Mrs. C. W. Pegram**, nee Miss Addie Lee Bradshaw, formerly of Lenoir, tells us that she is now making her home in Blacksburg, Va. Her husband is connected with V. P. I., and Mrs. Pegram is taking some advanced courses in science in the college with the idea perhaps of studying medicine later on. The Pegrams have

four little daughters, Jeanne, age 7, Calvine, age 4, and Sarah and Ann, age 2½.

Mr. H. M. Dellinger, of Stanley, is located with the Walgreen Drug Co. in Charlotte.

Mr. K. A. Kirby, originally of Marion, was recently appointed chief clerk to Senator Cameron Morrison and is for the present located in his Charlotte office.

Mr. W. C. Barnwell, of Prospect Hill, is manager of the Armentrout-Thornton Drug Store, located at Franklin Road and Jefferson St. in Roanoke, Va.

Mr. W. B. Barker, of Greensboro, is connected with the State Treasurer's office in Tallahassee, Fla.

Mr. J. F. Koonce, of Jacksonville, who graduated from the State University in 1929, is now practicing his profession in Lawrenceville, Va.

President Townes R. Leigh, of the American Association of Colleges of Pharmacy, has appointed **Dean J. G. Beard** as representative to the National Drug Trade Conference for a three-year term, and also as a member of the Committee on Council on Pharmaceutical Education, and as Chairman of District No. 5 for the Committee on Relation of Boards and Colleges.

Mr. A. D. Walker is now with the Nissen Bldg. Pharmacy in Winston-Salem.

Miss Marie Rogers, of Kinston, one of the recent graduates of the State University School of Pharmacy, is connected with the Hospital Pharmacy in Kings Park, N. J.

The JOURNAL offices were delighted to receive visits during the past month from a number of Tar Heel pharmacists. **Messrs. R. S. Morgan,** of Spruce Pine, and **R. L. Reinhardt,** of Forest City, came to Chapel Hill to enter their sons in the University and **Mr. K. E. Bennett,** of Bryson City, brought down his daughter, Miss Mary Alice, who has registered for the Bachelor of Science course in Pharmacy. **Mr. and Mrs. C. C. Fordham, Jr.** and their two sons, came down for the opening of college with **Mr. Fordham's** brother, **Mr. W. M. Fordham,** who is the fourth son of **Mr. C. C. Fordham, Sr.** to enter the University. "C. C." was also interested in looking over the Carolina football team. **Messrs J. E. Davis,** and **H. M. Cooke,** of Salisbury, dropped by the offices on their way to the State-Florida game in Raleigh on Oct. 3. **Messrs. E. V. Zoeller,** of Tarboro, and **D. T. Briles,** of Rocky Mount, spent the day with us early in October. Other druggists who have been good enough to come to see us are **Messrs. Sam Jenkins,** of Walstonburg, **J. B. Connell,** of Warren Plains, **F. W. Hancock,** of Oxford, and **L. E. Reaves,** of Raeford. We wish that all druggists would form the habit of dropping by the Howell Hall of Pharmacy when they are in Chapel Hill. We are always glad to see you!

Wilson's Pharmacy, of Greensboro, has been incorporated to do a general drug store business with an authorized capital stock of $100,000 and $5,000 subscribed stock by **Messrs. R. P. Wilson, D. L. Wilson,** both of Greensboro, and **W. T. Lineberry,** of Galax, Va.

Merchandise valued at several hundred dollars was obtained from the Justice Drug Co. in the early fall by thieves who sawed through a barred window in the building at 344 S. Davie St. The robbers made good their escape after securing three bags—a Gladstone and two week-end cases—and filling them with loot.

Mr. F. D. Watkins, formerly with Goode's Drug Store in Asheville, is now connected with Liggett's Drug Store, No. 2, located in the Vanderbilt Hotel Bldg. in the same city. Mr. Watkins and Miss Annie Thelma Tidwell, of Ridgeway, S. C. were married in the Aimwell Presbyterian Church in Ridgeway on August 19. Mr. Watkins is originally from Chappelis, S. C., and was educated at Newberry College and the Medical College of the State of S. C.

Mr. G. C. Siske, of Pleasant Garden, who graduated from the State University School of Pharmacy in 1922 and received his license to practice pharmacy the same year, has reentered the University for a course in medicine.

Mr. R. B. Bolton, who graduated from the State University last June, passing the State Board examinations a few days later, is now with the Clayton Pharmacy in Clayton.

Messrs. J. V. Jenkins and **F. O. Garren**

are located with Smith's Drug Store in Asheville.

Mr. J. M. Tatum, formerly with the Davis-Long Drug Co. in Brevard, has accepted a position with Eckerd's Drug Store in Asheville. **Mr. C. E. Bolinger,** formerly with the Johnson Drug Co. in the mountain city is also with this store.

Mr. P. D. Rollin, of Henrietta, is now with Goode's Drug Store in Asheville.

Mr. C. E. Cline has severed his connection with Liggett's Drug Store, No. 1 in Asheville and is now with Moore's Pharmacy in Marshall.

Mr. H. R. Bobst, formerly with Scruggs Drug Store in Hendersonville, is now in charge of a drug store opened by Mr. Scruggs in Morganton. Scruggs Drug Store in Andrews was recently closed by the owners and the stock and equipment moved to Morganton.

Fire, which is said to have originated from a burning cigarette thrown from an upstairs window, destroyed the awning on the front of the King Cotton Drug store, in Greensboro. The heat from the flames also caused cracks to develop in three show windows in the front of the drug store. Damage caused by the flames was estimated at $100, which was covered by insurance.

During the summer **Mr. J. T. Underwood** purchased the New Drug Store in Liberty and moved the prescription department into the Liberty Drug Store, which he has owned and operated for a number of years. The New Drug Store has been converted into an ice cream parlor.

Mr. Glenn Yoder has accepted a position with the Suttle Drug Co. in Shelby.

During the late summer **Messrs. T. N.** and **L. S. Harrison** have filed petitions of bankruptcy. The former, trading as Harrison's Drug Store in both Littleton and Weldon, put his assets at 11,981.50 and his liabilities at $16,777.80. **Mr. L. S. Harrison,** who is connected only with the Weldon store, listed his assets at $3,565 and his liabilities at $3,963.

Mr. C. A. Taylor, formerly with the Belmont Pharmacy in Charlotte, is now with Eckerd's Drug Store in the same city.

Mr. Grant Raker, of Lexington, has accepted a position with Tate's Drug Store, No. 2, in Lenoir. He succeeds **Mr. J. Henry Hall** who is back with the Tate store No. 1. **Mr. E. H. Tate** is manager of both pharmacies.

Mr. L. D. Rice, who has been with the Walgreen Drug Store in Charlotte for the past several months, has been transferred to the Winston-Salem Walgreen store. **Mr. J. T. Dillehay,** formerly with the Walgreen store in the Twin City succeeds Mr. Rice in Charlotte.

School of Pharmacy Begins Thirty-fifth Year

The University of North Carolina began its 137th year on September 17, while the School of Pharmacy entered upon its thirty-fifth session on the same date. The pharmacy enrollment is 88, 75 having registered for the three-year course leading to the Ph. G. degree and 13 for the four-year course leading to the B. S. in Pharmacy degree. With four exceptions the entire student body is from North Carolina. Three of the out-of-State students are from Pennsylvania and one from New York. Three North Carolina druggists have entered their sons in the freshman class in pharmacy, namely, **Messrs. C. C. Fordham, Sr.,** of Greensboro, **W. M. McKesson,** of Statesville, and **R. L. Reinhardt,** of Forest City. The sons are **Messrs. W. M. Fordham, C. P. McKesson** and **L. M. Reinhardt. Mr. K. E. Bennett,** of Bryson City, has enrolled his daughter, **Miss Mary Alice Bennett,** in the four-year course, while **Miss Margaret R. Moose,** daughter of **Mr. Paul A. Moose,** of Mount Pleasant, has registered for the three-year course. **Mr. P. J. Suttlemyre,** of Hickory, has a nephew, **Mr. C. P. Suttlemyre,** in the B.S. course, while **Messrs. L. M.** and **A. B. Bobbitt,** of Winston-Salem, have a brother, **Mr. H. F. Bobbitt,** in the first year of the three-year course, as have also **Messrs. J. S. Glenn,** of Sanford, and **A. D. McNeill,** of China Grove. The two latter students referred to are **Messrs. R. A. Glenn** and **L. J. McNeill.**

Two new instructors in the School have taken up their teaching responsibilities—**Dr. H. M. Burlage,** who comes to the Uni-

versity from Purdue University where he was associate professor of pharmaceutical chemistry, and **Mr. I. W. Rose**, of Rocky Mount, who needs no introduction to Tar Heel pharmacists.

Shortly after college opened **Dean J. G. Beard** was compelled to undergo an operation for appendicitis in Watts Hospital in West Durham, but his friends will be delighted to learn that after a two-weeks absence he is again back at his desk and holding his classes.

The following have been chosen as student assistants in the pharmaceutical laboratories: **Messrs. G. C. Hartis**, of Matthews; **C. R. Rhodes**, of Hamlet; **L. L. Rouse**, of Holly Springs; and **C. B. Strickland**, of Stedman.

This fall is the last time when registration for a three-year course will be allowed. Beginning in the fall of 1932 the School, along with every school holding membership in the American Association of Colleges of Pharmacy, will offer a minimum four-year course for candidates for degrees.

Scholarship Awards

The following students have been granted scholarships offered by friends interested not only in the School of Pharmacy, but in assisting meritorious students:

The Richardson Scholarships (given by **Messrs. H. S.** and **L. Richardson**): **Jesse Bunting**, Robersonville, **C. H. Cobb**, Fremont, **A. M. Hicks**, Pikeville.

The C. T. Council Scholarship: W. L. Hickman, Kinston.

The Scott Drug Company Scholarship: M. M. Brame, Winston-Salem.

The W. H. King Drug Company Scholarship: C. Robinson, Atlantic.

The Warren W. Horne Scholarship: W. W. Johnson, Varina.

The Henry T. Hicks Scholarship: Robert Allred, Randleman.

The Justice Drug Company Scholarship: Clayton Curry, Lexington.

The Summer School

During the 1931 Summer School of the University the following pharmacy students completed the requirements for the Ph. G. degree and were awarded their diplomas: **Messrs. W. W. Carroll**, Cooper; **L. M. McCombs**, Salisbury; **B. R. Ward**, Fairmont; and **Miss Marie Rogers**, Kinston.

All Around the State

M. J. Leimkuhler, *Reporter*

Born to **Mr.** and **Mrs. Ben Bradshaw**, of Gastonia, a daughter, Betty Barnwell, on August 23. The proud father is the owner of the Gaston Drug Co.

Messrs. J. Frank Carrigan and **Stamey Carter**, both of Salisbury, have bought the Main Drug Co., of Salisbury, from the Smith estate, and taken over the active management of the pharmacy. The name of the store will remain the same.

Mr. L. D. Cain, for the past several months with Cline's Pharmacy, of Concord, is now with the Mann Drug Co., No. 1, in High Point. He has been succeeded at Concord by **Mr. W. D. Bradsher**, formerly of Charlotte.

Mr. P. D. Gattis, of Raleigh, attended the three World's Series baseball games in Philadelphia.

This reporter saw **Mr. W. D. Ellis** at Martinsville, Va., the other day, and also **Mr. Paul E. Kirkman** at Pulaski, Va. Both have responsible positions and both were interested in learning the news from North Carolina. Mr. Ellis is with Fagg's Drug Store in Martinsville, while Mr. Kirkman is with the Tyler Drug Co. in Pulaski.

Mr. B. S. Goode, formerly with the Peeler Drug Co., of Salisbury, is now manager of the Mann Drug Co., No. 2, in High Point.

The Moose brothers, **Lee**, **Hoy**, and **Paul**, of Albemarle and Mount Pleasant, have purchased the Efird Morris Drug Co., of Troy, and have changed the name to Moose's, Inc. The authorized capital stock is $25,000 with $2,400 subscribed. **Mr. B. C. Brown**, of Elkin, who has been with McNairy's Drug Store in Lenoir since passing the State Board last June, is manager of the new pharmacy.

Mr. M. Brown Phillips, of China Grove, has been confined to his home for the past ten days on account of an infection on his foot.

Fire in offices over the Gray Drug Co., of Forest City, damaged the prescription room stock of the pharmacy to the extent of about $400.

Mr. R. E. L. Rhinehardt, of Forest City, was recently elected mayor of the town.

In travels over Virginia the past month we ran across **Mr. F. L. Furr**, originally of Star. Mr. Furr is now traveling for the Upjohn Co. with headquarters in Roanoke. Lee has taken on considerable weight since he left North Carolina. He has also married.

On November 1st **Mr. W. A. Ring** is opening the Sheraton Drug Co. in High Point. The store is located on a corner diagonally opposite from the Sheraton Hotel. The pharmacy has been incorporated with an authorized capital stock of $100,000 and $300 subscribed for by **W. A. Ring, Elsie P. Ring** and **Mary E. Rogers**, all of High Point.

Laboratory Firm in Rocky Mount

Announcement has been made of the organization in Rocky Mount of the Vernon Kyser Laboratories, a national organization formed "with the object of engaging in consulting research and analytical work in all phases of chemistry and bacteriology." Laboratories will be maintained not only in Rocky Mount but in New York, Baltimore, Cincinnati and Ames, Iowa, and there will be consulting representatives in various North Carolina towns. **Mr. E. V. Kyser**, well known pharmacist of Rocky Mount, is to be director of the organization and will have associated with him a group of experts from various sections of the country. He states, "the main function of the organization will be to aid existing industries in the development of new products, processes, utilization of by-products, and the establishment of diversified industries in the Carolinas."

Wayne County Medical Society Invites Retail Druggists to Join

C. B. Miller, *Reporter*

A most delightful occasion was the barbecue tendered the Wayne County Medical Society, and the druggists and dentists of the county early in the fall by **Dr. Henderson Erwin** at his home in Eureka. The "Cue" was spread in the basement of the Eureka High School building and was thoroughly enjoyed by everyone present. A spirit of good feeling prevailed throughout and Dr. Henderson and his wife were given a rising vote of thanks for their most enjoyable hospitality. After the "feed" the guests adjourned to the school auditorium where a discussion of various subjects was entered into. **Mr. John E. F. Hicks**, of Hicks and Hawley, of Goldsboro, read a paper on the subject of prescribing National Formulary preparations instead of patented proprietaries. Some pertinent remarks were made by the writer on physicians attempting to price prescriptions for their patients when asked to do so. This brought forth some discussion with the result that it was agreed that such practice should be discontinued by physicians, and that pa tients should be informed that physicians do not know the price of drugs. This is a relief long overdue. Several fine talks were made by various physicians on the necessity for full co-operation between physicians, dentists and druggists. At their conclusion the Medical Association voted unanimously to invite the Retail Wayne County Drug Association to become members of the Wayne County Medical Society. The invitation was accepted. This action probably will set a precedent in the State and is indicative of the fine spirit of friendliness, professional courtesy, and co-operation already existing between all classes of the medical fraternity. It is hoped that the plan will be followed throughout the State by every other medical organization. We will have another "spread" soon at which the wives of the members of the three branches of the Medical Society will be present.

A Welcome to New Members

We are delighted to announce that during the past few weeks the following have affiliated with the State Association: **Messrs. W. H. Blauvelt**, Arcade Pharmacy, Asheville; **H. R. Bobst**, Scruggs Drug Store, Morganton; **B. C. Brown**, Moose's Drug Store, Troy; **A. Brock**, Eckerd's Drug Store,

Charlotte: **C. M. Cain**, Henrietta Mills Drug Store, Henrietta; **S. C. Hall**, Hall's Drug Store, Oxford; **R. G. Kale**, Liberty Drug Store, Winston-Salem (Beal Prize); **A. A. Koonts**, Joiner's Drug Store, High Point; **B. C. Moore**, C. O. D. Drug Store, Rocky Mount; **G. F. Murr**, Mann Drug Co., Thomasville; **L. F. Parrish**, Middlesex Drug Co., Middlesex; **O. K. Richardson**, Sylva Pharmacy, Sylva; **L. E. Scoggin, Jr.**, Scoggin Drug Co., Louisburg; **Dean Tainter**, Tainter's, Marion; **J. T. Usher**, Liggett's Drug Store, Greensboro; **J. C. Walton**, Marshall Pharmacy, Marshall; **F. B. Whitaker**, City Drug Co., Gastonia; **E. S. White**, E. S. White Pharmacy, Burlington; **W. G. White**, Carolina Cut Rate Drug Store, Charlotte; **W. W. Wiggins**, (Life Member), Wiggins Drug Stores, Raleigh; *Associate:* **J. F. Carrigan**, Main Drug Co., Salisbury; **Lon D. Russell**, Cecil-Russell Drug Co., Greensboro; and **Fred Pass**, Pass Drug Co., Hayesville. We extend to these members a most hearty welcome and hope they will all be present at the High Point meeting next June.

Drug Store Holds Formal Opening

Walton's Pharmacy, which has just been completely renovated, held its formal opening on the evening of Sept. 29. The building has been completely transformed inside and out without the cessation of business. It was remodelled inside with walnut finish and has been doubled in floor space. New lighting fixtures have been installed and modern shelf facilities and fountain equipment added. Generous provision has been made for the display of the stock, including a wide variety of sporting goods and notions. The Walton Pharmacy has been conducted by **Mr. R. C. Walton** in the present location at the corner of Jones and Salisbury streets for a number of years. On the opening night Pine State products were served to all guests in addition to free samples of nationally known drug store products.

Druggist's Son a Skilled Artisan

Friends of **Mr. R. S. Morgan**, of the Spruce Pine Pharmacy in Spruce Pine, will be interested in reading the following article about his son, **Ralph Morgan, Jr.**, which appeared in the *Chapel Hill Weekly* in a September issue under the caption, "Ralph Morgan, Freshman, will practice art learned at Penland: "Ralph Morgan . . . is to set up as a pewterer when he enters the freshman class in the University this month. He is to live at Miss Sharkey's, out on the Pittsboro highway, and she is going to let him use part of her garage as a workshop. Young Morgan learned the art of making pewter at Penland and has become an expert at it. He makes plates, bowls, vases, pitchers, and many other articles, sometimes fashioning them from wooden molds and sometimes hammering them out free-hand. . . . Rush orders can be executed by him and frequently delivery will be made within a day after the order is placed. Morgan played football at Christ School, Arden, and he expects to try for the freshman football team here."

Births

Mr. and Mrs. C. P. Whitford announce the birth of a daughter on August 3. The young lady's name is Shirley. Mr. Whitford is connected with Souders Pharmacy in Fayetteville.

The JOURNAL takes pleasure in announcing the arrival of **Charles Donald Blanton, Jr.**, on August 9. He is making his home in Lowell where his father is prescriptionist for the Lowell Drug Co.

Of interest to friends is the announcement by **Mr. and Mrs. Fleet H. Scroggs**, of Statesville, of the birth of a daughter, Margaret, on August 12.

Marriages

Friends of the young couple will be greatly interested in the following announcement received by the editor within the past few weeks: **Mr. and Mrs. E. H. Biggerstaff** announce the marriage of their daughter, **Ethel Prue**, to **Mr. Henry Clay Bell**, on January 31, 1931, at Bessemer City. Mr. Bell is a graduate of the State University, having received his degree and having later passed the State Board examinations in 1930. Since that time he has been connected with the Central Drug Store in Bessemer City.

Mr. C. M. Brooks, now of the Wilson Drug Co. in Monroe, and Miss Frances Clark of the same town, announce their marriage on August 1, 1931.

Mr. Fred B. Maus, of Greensboro, and Miss Pauline P. Vickory, of Climax, were married in Greensboro on August 2. The couple are making their home in Greensboro where Mr. Maus is connected with Herndon's Pharmacy.

Coming as a complete surprise was the announcement in the late summer by **Mr.** and **Mrs. A. P. Green**, of Mt. Gilead, of the marriage of their second daughter, Lurleen, to **Mr. Leslie Ezzelle Barnhardt**, formerly of Albemarle, but now connected with the Reese-Stowe Co., of Charlotte.

The wedding of Miss Mary Lou Haynes, of Mount Airy, and **Mr. James Riley McMaster**, of Winnsboro, S. C., took place in the First Baptist Church, of Mount Airy, on October 3. Mr. McMaster attended the University of North Carolina School of Pharmacy and the Medical College of the State of South Carolina. He has been for the past several years district representative for Parke, Davis and Co. with headquarters in Winnsboro.

Miss Mary Margaret Muse, daughter of Mr. and Mrs. Charles Crawford Muse, of High Point, and **Mr. George Frank Murr**, of High Point, son of Mr. and Mrs. George L. Murr, of Cooleemee, announce their marriage in High Point on October 3. After an extended wedding trip the young couple are at home to their friends in High Point. Mr. Murr is connected with the Mann Drug Co., of Thomasville. On October 11 the *News and Observer* carried a most attractive photograph of Mrs. Murr.

The announcement of the marriage of Miss Marjorie Choate, of Sparta, and **Mr. O. K. Richardson**, of Sylva, was a complete surprise to the friends of the young couple. The wedding took place in the Methodist parsonage in Hendersonville on September 12. Mr. Richardson is a graduate of the School of Pharmacy of the University of Tennessee, and is now connected with the Sylva Pharmacy in Sylva as prescriptionist.

Deaths

Friends were shocked to learn of the death of **Mr. Drayton Wolfe**, fifty-four-year old pharmacist of Lincolnton, which occurred early in the evening of October tenth while he was at work in his drug store. He had been in good health apparently, and his death came as a shock to the community. Heart trouble was believed to have caused the fatal attack. Mr. Wolfe was a native of Mecklenburg County having been born on July 15, 1877. He was the son of William LeRoy and Virginia Lula (Winchester). He attended the State University and received his license as a pharmacist in 1905. He practiced his profession in Washington, Lincolnton and Rutherfordton and for awhile was traveling representative for a Charlotte drug concern. For the past fifteen years he has been a proprietor of the Childs Wolfe Drug Co. in Lincolnton and was regarded as one of the most influential members of his profession in that section. He was a member of the Presbyterian church and had been affiliated with the N. C. P. A. since 1919. He married Miss Bessie Childs on Dec. 31, 1912 and to her and his daughter, Miss Katherine, the JOURNAL extends sincerest sympathy.

HOW CAN A DRUG STORE IMPROVE ITS BUSINESS?

(Continued from Page 101)

will be your friends and naturally your customers. Verily, even in business, "A little child shall lead them."

Let us always remember and keep fresh in mind that a druggist is more than a merchant. People trust the druggist. He safeguards their health. Pharmacy is a noble profession. Let us keep up the high standard in all departments, thereby convincing the public that we are reliable in all respects and that it is a real joy to be able to serve humanity, to help prolong life and furnish many of the needs and comforts that add materially to the sum total of human happiness. Then the future usefulness and success of the druggist are assured, and we can courageously and helpfully preserve them

peace and satisfaction that come to honest lives well spent in being a friend to mankind.

LEGAL SECTION

(Continued from Page 105)

promote the social and economic well-being of its people.

5. A state may impose a license tax for the privilege of engaging in the business of merchandising, require the payment of the tax for each place where the business is carried on, and exempt one store or place of business of each merchant from the tax imposed.

The opinion of the Supreme Court of the United States on this important question is awaited with keen interest. This section hopes to carry the opinion of this Court in the issue of the JOURNAL next following its release.

The S. E. Massengill Co.

Manufacturing Pharmacists,

Bristol, Tenn.-Va.

Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules, Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc. The oldest and largest pharmaceutical manufacturers in the Southern States. Write for Catalog.

Branches

Kansas City, Mo. **New York, N. Y.**

Don't Discard Your Life-Preserver

Now, more than ever before, every careful Retail Druggist will make certain of the **Safety** of his Fire Insurance—**and that he has enough of the right kind.**

He will have only strong **Capital Stock protection**—

He will obtain that Capital Stock Security at the most economical cost—

He will avoid every Company which writes excessive amounts on any risk.

Our Policyholders have satisfied themselves that our Company offers the best Fire Insurance buy open to a Retail Druggist.

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY

American Bldg. Cincinnati, Ohio

We have more than two million dollars in Capital, Surplus and Reserves for the protection of our policyholders.

Worthwhile Premium Savings

Specialist Drug Store Adjusters

Some of our State Agents

N. F. Reiner
250 Kimberly Ave.
Asheville, N. C.

A. A. Coleman
Greenwood,
S. C.

CASH IN

ON IT!

Capudine newspaper advertising—appearing week in and week out—in the leading newspapers of North Carolina, plus the "Capudine Soothers", a radio program of delightful entertainment reaching consumers twice every week from Raleigh Station WPTF. and Charlotte Station WBT are building druggists sales day by day to greater volume. Feature Capudine in your store and cash in on this advertising.

Write for our new and very striking looking window displays and counter easels—in 8 colors, free, sent postpaid.

Capudine Chemical Co.

Raleigh, N. C.

"SALLY SOTHERN SKETCHES"

Dramatic stories, twice a week, over a radio system that blankets the Southeast—listen in yourself

BACKED BY NEWSPAPER ADVERTISING

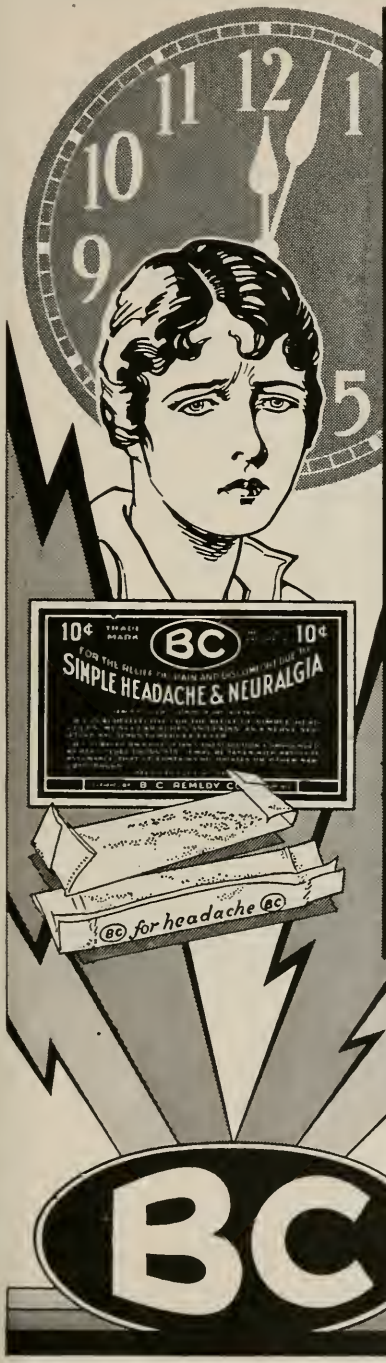
Southern Dairies

"Sally Sothern Sketches"

WMAL, Washington	WNOX, Knoxville
WRVA, Richmond	WDOD, Chattanooga
WTAR, Norfolk	WBRC, Birmingham
WDBJ, Roanoke	WSFA, Montgomery
WPTF, Raleigh	WSB, Atlanta
WBT, Charlotte	WTOC, Savannah
WSJS, Winston-Salem	WJAX, Jacksonville
WWNC Asheville	WIOD, Miami Beach

Building Sales for the

SOUTHERN DAIRIES DEALERS



Profit! Profit! PROFIT!

. . . and an ever increasing profit for the druggist who recommends and sells "BC" for the hundreds of pain-wracked bodies that daily call upon him for help;

. . . because "BC" never fails to bring three-minute relief from any headache, rheumatic, sciatic, sinus or female pain, and

. . . any jobber can supply "BC"

BC REMEDY COMPANY
Durham, N. C.

3 MINUTE relief from Pain

BC

There is no Substitute For DIXIES



Do not be misled by "Just-as-good". Compare the quality, workmanship and sturdy dependability of DIXIES. The word Dixie appears on every cup.

Customers entering your store notice your fountain equipment. Modern service—the very best—should be available there as in your prescription or other departments.

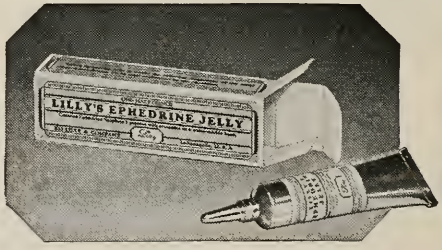
DIXIES lead the field.

GARLAND C. NORRIS & COMPANY

Member
T. M. A.
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Selling Agents For North Carolina
Raleigh, North Carolina

Lilly's Ephedrine Jelly



FOR PROMPT, PROLONGED RELIEF FROM NASAL CONGESTION

Contains Ephedrine Sulphate 1 percent in a water-soluble jelly base.

A preparation that every pharmacist can sell.

Half-ounce tubes, per dozen, $4.25.

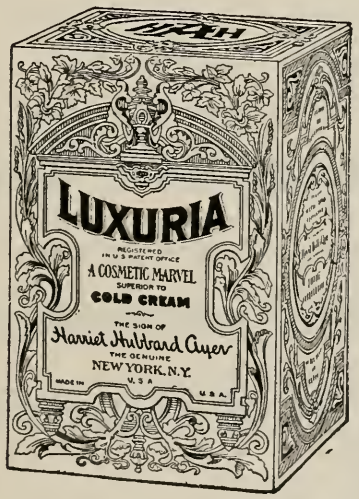
The Peabody Drug Company

Durham, North Carolina

All for HAH Beauty

HARRIET HUBBARD AYER

"The Repeating Line"



Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
Hair Preparations	Manicuring Requisites
Bath Luxuries	Perfumes

"Used by Women Who Know"

HARRIET HUBBARD AYER, Inc.

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London **NEW YORK** **Paris**

Tried and Proven!

Thedford's
BLACK-DRAUGHT

is no new preparation. It has been used for nearly a hundred years and is everywhere held in the highest esteem.

The CHATTANOOGA MEDICINE CO., Chattanooga, Tenn.

A Sensational Camera Offer



$1.50

VALUE ONLY

75c

HERE'S a sure-fire sales builder. It's a brand new $1.50 value colored box camera that costs you only 75 cents, and can be sold as a 98-cent special—an astoundingly low price for a colored box camera so attractively and beautifully built as the Model E. The supply is limited, and is restricted to those dealers who have bought an Agfa 1931 Film Cabinet Deal. In blue, gray, green, and red, the Agfa Ansco Model E at this special price, is the sensational box camera of the year. Ask our salesmen about this special Agfa Ansco Model E Box Camera offer.

AGFA ANSCO

MODEL E

in four colors

POWERS - TAYLOR DRUG CO., INC., RICHMOND, VA.

Worth Fighting For

Contrarywise, those druggists who, during a period of relatively quiet business, realize that the Christmas business is still very much worth fighting for will secure more than a fair share of the total drug store Christmas volume.

Remember you do not compete for Christmas sales with other drug stores alone. You must fight for your sales with every other type of retail store imaginable. The department store, the electrical store, the hardware store, the gift shop and every other retailer is out after this Christmas business.

You can get a big part of it if you'll go after it, for the drug store is a logical place to buy gifts.

Talk over the Christmas sales opportunity with our salesman. Let him help you to decide what merchandise you should have and what advertising and display efforts you should make to move it fast. He will give you the sincerest advice and the most wholehearted co-operation in making this Christmas a real money making sales opportunity for you.

He will help you choose from our large and attractive stocks those items which will sell well in your community.

Justice Drug Company

N. C. Service Wholesalers

Greensboro, N. C.

We Have For You—

Three beautiful Display Rooms where you will find the most complete and attractive line of Holiday and Sundry Goods on the market.

We are inviting *You* especially to pay us a visit and inspect our Display. It will be well worth your while, for here you will find quality, variety, and value.



Future dating on Holiday orders.



W. H. King Drug Company

Wholesale Druggists

Raleigh, N. C.

"The House of Friendly Service"

THE SEEMAN PRINTERY, DURHAM, N. C.

VOL. XIII No. 4

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

DECEMBER, 1931



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing. We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

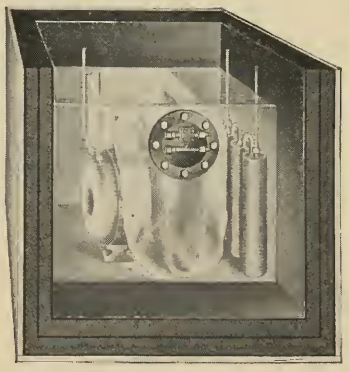
THE GEORGIA SHOW CASE COMPANY
MONTGOMERY, ALABAMA
Designers and Manufacturers of High Class Store, Bank and Office Fixtures
Wire or call us collect
Representative
Vance Apartment No. 1 O. T. WOOD Greensboro, N. C.

FIDELITY TO PRINCIPLE

The great engineering and scientific achievements in the service of mankind have been attained through careful regard for Nature's immutable laws, such as the law of gravity, or of chemical affinity.



There are certain basic laws of right conduct and good business principle, and in our efforts to adhere to these, we have gained and held the confidence of the trade. Our success did not come by chance. It was earned through 58 years of fidelity to principle, insuring a full measure of return in service to our customers.



By the hidden energy of the Green-Built "Super-Cyclone" Soda Cooler, invented by Green engineering genius, the Soda Fountain industry has been given the greatest improvement since the development of mechanical refrigeration.

WRITE FOR CATALOG

Carolina Distributors:

Chapman Drug Co.
Knoxville, Tenn.

W. H. King Drug Co.
Raleigh, N. C.

E. W. Oliver
P. O. Box 1164
Greensboro, N. C.

ROBERT M. GREEN & SONS

Soda Fountain Pioneers **Established 1874**

PHILADELPHIA



★
During the past quarter century, more than four hundred papers on significant research work conducted in the Parke-Davis laboratories have been published in scientific journals.

RESEARCH★

. . . what it means at the Parke-Davis Laboratories

"After years of research," in connection with Parke-Davis products, is no idle phrase. Scientific research was the foundation stone upon which this institution was built. It has ever been the guiding principle of our House.

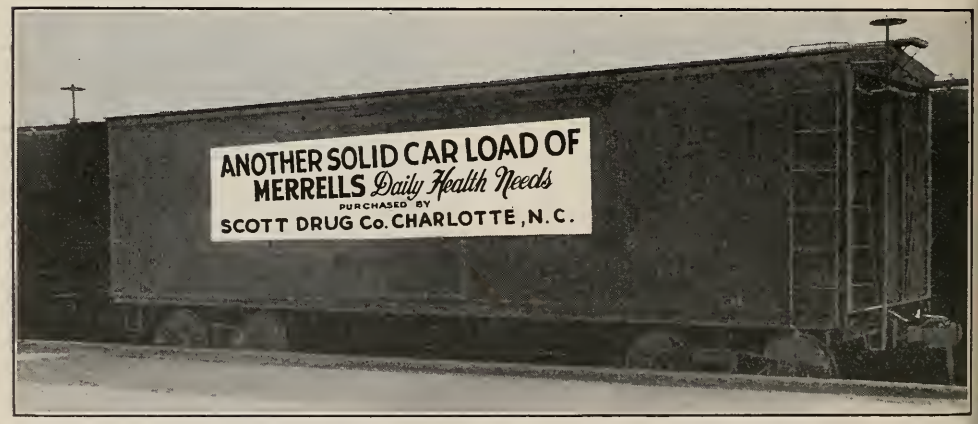
Druggists and doctors who visit our plant for the first time are invariably astonished at the size, scope and character of our Research Laboratory. They are amazed that a commercial house can be so thoroughly dedicated to the ideals of science. They ask us why it is that we have never adequately told them what we are doing, and always have been doing, along the lines of original investigation.

For our part we are content in the thought that today, more than ever before, physicians are putting their trust in the familiar Parke-Davis label; and that leading pharmacists, jealous of their own high professional standing, are proud to identify their stores as headquarters for the Parke-Davis line of quality preparations.

PARKE, DAVIS & CO.

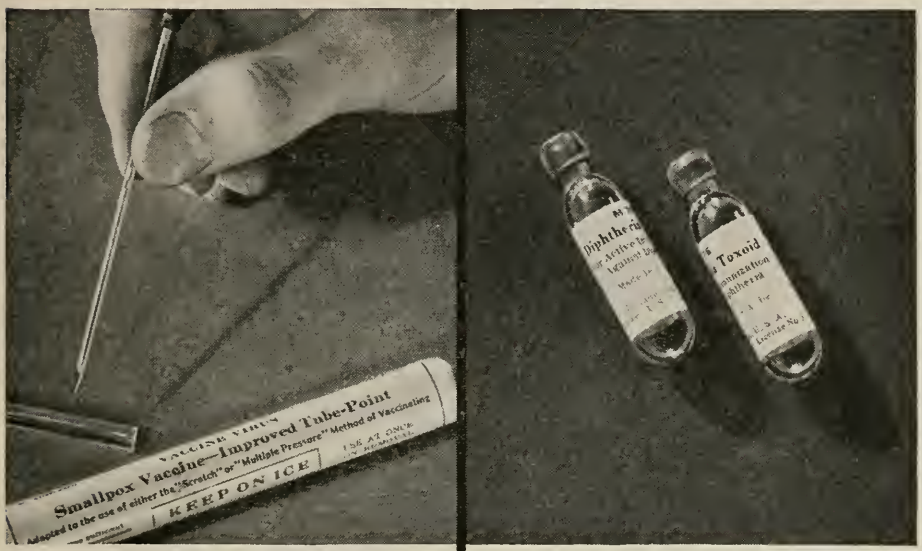
The World's Largest Makers of Pharmaceutical and Biological Products

Southern Dairies
ORCHESTRA
with SALLY SOTHERN
16 Stations—Tuesdays and Fridays
Dealers tell us this program is selling
Southern Dairies
ICE CREAM



This Speaks For Itself

PHYSICIANS KNOW THE MERITS
of these two seasonable biologicals



Smallpox Vaccine Mulford

- Tested for purity and potency
- Supplied in the Mulford Tube-Point—an unique and efficient vaccine container and inoculating instrument all in one
- Gives good results with all approved technics
- Backed by more than 30 years' continuous experience and research

Diphtheria Toxoid Mulford

- Two injections produce immunity, thereby saving the time of both physician and patient
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- Contains no serum, so will not produce serum reaction
- Never acquires toxicity with age

The new school year brings increased demands for these products. Your stocks should be ample to meet them.

Mulford Biological Laboratories

SHARP & DOHME—*Philadelphia, Baltimore*

With Hearts Filled With Friendliness We Send to All of Our Customers—Our Friends—The Old, Old Message. . . .

A Merry, Merry Christmas and a Happy New Year

And remember as you take inventory on the first of the year, you will go over your entire stock. You will check up on all of those slow selling items that have been hanging around your shelves for months. As you handle them try to remember the circumstances that led you to stock them. Over on one shelf you will find eight or ten packages of that gross order of talcum that somebody sold you at a special price—over on another shelf you will run into the remains of another special deal on perfume that you bought two years ago—other old standbys will turn up.

As you check them in and swear at them please note how seldom you run into any dead merchandise purchased on the advice of the representative of this company who calls upon you.

You will find it to be a fact that this friend of yours is responsible for practically no percentage of your slow movers. They were sold you by other salesmen. Your friend—our salesman—has not loaded you with any of the money-eating, shelf-warming, slow moving products that your inventory will reveal.

Check us up on this inventory. Your heart will warm to the honesty and fairness which has led our salesman to play square with you during the past year and over many other years.

Justice Drug Company

North Carolina Service Wholesaler

Greensboro, N. C.

McCourt Prescription Boxes Now on Bargain Counter

A FRANK STATEMENT
TO THE RETAIL DRUG TRADE:—

There now exists a competitive condition among drug box manufacturers that has forced prices down to ROCK BOTTOM.

We are making a **timely** and **startling** REDUCTION. New Prices are effective immediately, and are shown on **Illustrated New Price List** available on request. It has been mailed to regular customers, but these NEW LOW PRICES are open to all retail druggists.

Present conditions cannot last forever; we reserve the right to withdraw these SPECIAL PRICES at any time after January 15th.

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There are no job lots; all boxes of
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STOCK UP NOW FOR THE NEW YEAR.
Write TODAY for our SPECIAL PRICE LIST!

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H. H. Black, President

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Norris Chocolate Syrup
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For Fifty Years a Success

Order from your Jobber

OWENS & MINOR DRUG CO.
Incorporated
Richmond, Virginia

Since the introduction of the New Royal Oval Prescription Bottle, the demand has been created for a type of Prescription Label which would adapt itself harmoniously in shape and design.

THE PICTORIAL PAPER PACKAGE CORPORATION, always first with the best things, are now offering the finest in Lithographed Prescription Labels, as well as Labels for Special Preparations, die cut to conform to the shape of the New Royal Oval.

Samples and Prices on request

M. J. LEIMKUHLER

P. O. Box 1001 Charlotte, N. C.

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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, June 21-23 with The Hotel Sheraton as Convention Headquarters.

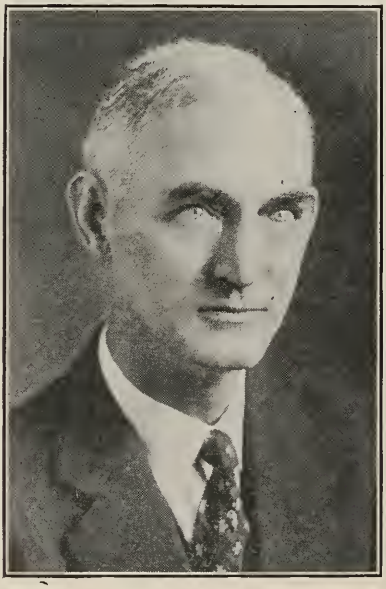
The summer examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, June 8, 1932.



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Dean and Professor of Materia Medica



H. M. BURLAGE
Professor of Theoretical Pharmacy



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M. L. JACOBS
Assistant Professor of Pharmaceutical Chemistry

The Teaching Staff in the School of Pharmacy at the University of North Carolina

EDITORIAL SECTION

J. G. Beard, *Editor* Chapel Hill, N. C.

Special Session?

On November 5 the Executive Committee of the Association wired Governor Gardner urging him not to call a special session of the Legislature at this time. The Committee was led to take this action through belief that a special session would tend to create uncertainty, confusion, unrest, and thus check the slow recovery that business seems to have been making in the past month. What effect the telegram had upon the Governor no one can say but we do know that he gave it his personal attention. Coupled with the hundreds of other telegrams that druggists throughout North Carolina were urged by the Association to send him we like to think that Governor Gardner was fortified in his faith that it is unnecessary, in fact unwise, to call the Legislature back to Raleigh.

The Inauguration of a Friend

On November 11, Dr. Frank Porter Graham was inaugurated as the eleventh President of the University of North Carolina. The event, it seems to us, has significance because for the first time there is sitting in the president's chair a man who is not only sympathetic with the aims of the School of Pharmacy at Chapel Hill but a man who proposes to take an intelligent interest in the affairs of the School and exert his efforts toward making it of increasing usefulness to pharmacy in North Carolina. During the course of his inaugural address President Graham repeatedly referred to pharmacy along with medicine, law, etc. as he touched upon the question of professional education. The meaning of this can be traced to his belief that pharmacy and the pharmacy school at the University are entitled to equal consideration with the other professions and along with the others to be offered all the help and support that an expanding university can provide.

Schools of pharmacy in many of the universities are treated somewhat as red headed step children: objects to be tolerated but not to be loved. They do not receive their proportionate share when budgets are set



President Frank P. Graham

up; they are housed adequately only if or when other favored departments are taken care of; and in little, petty ways they are made to feel an inconsiderable part in the general scheme of things. The blame for this poorly concealed discriminatory treatment must in part be borne by pharmacy itself because some of its standards have been

unnecessarily low, but the main blame belongs to executives who know nothing of pharmacy—its aims, problems, handicaps—and are too indifferent to take the trouble to learn.

At the University of North Carolina an entirely different picture is presented. Pharmacy there is to be advanced exactly according to its merits. Free unhampered opportunity will be given it to develop, and as it strives to grow in purpose, power and usefulness the hands and heart of the president will take a prominent part in the effort. If attainments and results in the future do not measure up to present expectation, the fault will be found to rest squarely upon the shoulders of the dean and the staff of the Pharmacy School—the president will have done his best. For this opportunity, this privilege, this administrative support, the School of Pharmacy offers its thanks and promises its finest response.

Pharmacy, a Profession of Service

During Pharmacy Week this year Dr. Howard W. Haggard, of the Yale Medical School, broadcast an address that carried the title, "Pharmacy, a Profession of Service." Certain portions are so well phrased and convey views so contrary to those held by the average physician that we are glad to quote them and at the same time thank Dr. Haggard for his tribute and the Eastman Kodak Co. for sponsoring the speech.

Dr. Haggard begins in this way:

"I want to pay a tribute tonight—a sincere tribute to the followers of the oldest branch of the medical profession. And yet it is hardly a branch; rather it is the root from which all medical science has sprung and grown. I refer to the profession of pharmacy. My tribute is to the pharmacists of America.

"The greatest tribute that ever can be paid to this honored profession lies in its own history. The record of its achievements is one that few professions can approach; it is a record of fundamental contributions to human welfare and human progress. There are few institutions that have a longer history than pharmacy, few that have a more romantic and thrilling one, and none that has a record of greater devotion and service to the needs of mankind."

Dr. Haggard then gives an interesting explanation of how pharmacy had its beginnings in a religious conception. "By the men who lived then (in the days of antiquity) it was believed that all misfortunes that befell them arose from the influence exerted upon them and their surroundings by spirits—ghosts, malign beings that wished them evil and brought them evil. The priests of their primitive religion attempted to propitiate the spirits or frighten them away and so to prevent or remedy misfortune.

"Disease was one of man's misfortunes, caused, they believed, like all others by evil spirits that had taken possession of his body —possessed him. Since disease was a spiritual matter, it was only logical that the priests should be the ones who gave their services to treating disease. To this end one of their methods was to make the man's body and his surroundings as unpleasant as possible for the spirits that tormented him with disease and suffering, thus hoping to drive them away. They performed mysterious rites over him, made a noise to frighten off the spirits, and administered to the sufferer herbs and roots and berries as unpleasant as possible in order to make his body distasteful to the spirits that inhabited it.

"Now among these herbs and roots applied for spiritual reasons some few had an unexpectedly great efficiency in the relief of suffering. By chance these priests had stumbled upon true remedial herbs. But they interpreted their action as frightening off the demons of pain and bringing a blessed respite from suffering. By the same logic others drove out the demons of insomnia and let the goddess of sleep have her sway; still others, when applied to wounds, kept out the evil spirits that festered the flesh and prevented healing. However erroneous their beliefs, the priests of this primitive religion were quick to note and to record in their tradition the benefits of the remedies that chance had put into their hands.

"The priests prepared these remedies and applied them. They devoted their lives to the service of their afflicted fellow-men. They

were the first pharmacists. It is from them down through the ages that pharmacy has come, carrying with it inseparably a tradition of service freely given and a code of ethics jealously preserved. Pharmacy has grown now into a science of wide usefulness but its aims, its duties, and its principles have remained unaltered throughout the centuries.''

In speaking of the service of pharmacy Dr. Haggard says: ''. . . (The public health and public welfare) service that pharmacists render the people of America has tended to obscure their high professional standing. We look upon the pharmacist and the pharmacy in a light different from that of any other profession or institution. We have grown to expect, until we now accept as our right, a service in a drug store that we do not ask or expect from any other institution. We look upon the pharmacist as a public servant. How many times have you passed by all other places to ask a question, obtain a service of obligation from a pharmacist? You feel that it is your privilege to do so. But how about the pharmacist? He does not fence himself about with formal pretentions that cultivate a sense of professional aloofness; he meets you at all times at his counter ready and eager to render to you his service even though it be service at a loss to him; he stocks his shelves with many things far removed from medicine not alone because of economic pressure but because of your demands for this added service. A public servant, even when the duty is self imposed, is at a disadvantage in a democratic country. Familiarity that grows from a sense of possession—the feeling that the pharmacist and his shop are yours to command—has given rise in the minds of some people to the idea that the pharmacist is only a semi-professional man. And that idea the pharmacists quite naturally resent.''

The close of the address stressed the training of pharmacists for a high order of service and asked the public to recognize this training.

Speaking of Operations—But Mainly of Avertin

Irvin S. Cobb in his book entitled ''Speaking of Operations'' says that every person likes to and does talk about his or her operations, thinking it not only the most important one ever undertaken but so unique that every one else wants to hear all of the frilly, gory details. About six weeks ago the editor reluctantly parted from his appendix and not wishing to prove Cobb wrong he offers a few words descriptive of the occasion.

Nowadays appendectomies are considered trifling affairs, just a mere slit, a snip, and then a seam. That is they are so considered by folks who can stay safely buttoned up, but to those of us who are ordered to appear on the carving slab at such and such an hour clothed only in an unbecoming and almost immodest sheet with sleeves in it, the operation takes on a very grave importance. It is doubtful which is worse, looking ahead to or behind at the severance of a relationship that one has heretofore assumed to be permanent. For a week beforehand the editor hurt in his mind and for a week afterwards he hurt everywhere else. But the seam has all sealed up now, and nothing but convention keeps it from being proudly displayed as a token of artistic carving on the part of the surgeon and artistic ''cussing'' on the part of the patient.

The principal object of this article is to mention Avertin, the anesthetic used in the above mentioned operation. This substance is well known to some pharmacists but is little known to others. It is made by the Winthrop Chemical Co., and its dose is based on the body weight of the individual. The drug is made into a solution and administered rectally about fifteen minutes before the operation. A deep sleep promptly follows from which the patient wakes without unpleasant effects. Surgeons usually employ a small quantity of gas while the operation is in progress but this is not always necessary. The use of Avertin avoids the nausea that ether causes and it relieves the patient of the ordeal of going into the operating room in a conscious state and having to submit to the choking, horrible feeling that any of the inhalatory anesthetics produce. One goes to sleep in one's own room, doing so quietly, pleasantly, and hours

(Continued on Page 124)

The Corner Drug Store*

Sam E. Welfare,
of Winston-Salem

Perhaps you have heard of the story of the young man who studied pharmacy and finally had to give it up. When questioned he said, "No, the Latin wasn't hard, nor the chemistry, nor any of the technical and professional studies. I just couldn't learn to slice bread and make sandwiches. It is true, without a doubt, that the drug store of today has become the notion store of the past. You can buy anything from books and phonograph records to food and drugs in these stores.

The apothecary's shop has lost to the public much of its importance and dignity. Reputable pharmacists, man of information and wisdom, are likely to be confused with the modern "drug store cowboys." Among the bathing caps, books, cosmetics, sponges, rubber aprons, toys, candy and cigarettes it is difficult to remember that here is a pharmacy; here is a significant profession that takes a great part in the promotion of public health, that here is the guard of the health of the land. The pharmacist is a member of an old and learned profession, exacting in its requirements; he is a man trained to blend his skill with that of the physician in time of sickness. Perhaps we as pharmacists have forgotten our own mission, the importance of our duty, and the necessity of our calling. Perhaps we have lost ourselves in the bathing caps and the coca-colas.

What does that word DRUG mean on the front of the store, or better still, perhaps you have the term PHARMACY? It means that in that store—probably back in a dark corner is the drug counter or prescription desk, and there is carried on one of the oldest professions known to man and one of the most honorable and essential. In a large city entering a large pharmacy is very impressive. It carries the same awe to the layman as the operating room of the hospital or the inner sanctum of the doctor's office. There is a mystery there, and the layman senses the importance of the place. Here drugs are combined; here medicines are compounded, and the findings of the medical world are crystallized into drugs to heal the sick. All of us cannot have the equipment of the city pharmacist, nor can we have the extravagant and impressive building or office, but we can give our drug department comparable dignity and a professional air. Even the name on the window or over the door can carry this air. The manner of our pharmacists, as well as their dress, and the whole department can have the quiet dignity the profession merits. Even if the department is in a dark corner of the store it can be lighted up and equipped to look its own fair part. That seems to me to be the responsibility of all pharmacists—to heighten the repute and prestige of their old and admirable profession. A papyrus of 3,300 years B.S. gives directions as to the preparation of prescriptions. The art of the apothecary is alluded to very early in the Old Testament History and in the Orient we find this profession reaching far back into a vague and dim historic past.

While the world is acclaiming the field of medicine and of general science let us remind the public that we are playing our part well. The pharmacist from early times has been the right hand of the physician. What greater responsibility could any man have than filling prescriptions of drugs? Is the famous surgeon who performs a delicate operation carrying any greater responsibility than the corner druggist who mixes drugs? The famous surgeon's hand is steady, his science is fairly exact; the apothecary is sure of his measurements, his ingredients, and their effects on the human body. Medicine as a profession would be fairly impotent without pharmacy. In most diseases there is need of drugs, stimulants, etc. to tide the diseased body over a hard place and encourage the healing powers of

(Continued on Page 129)

* This address was presented at the 1931 meeting of the N. C. P. A.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T. M. A.—

The T. M. A. page needs news. Things are happening in your community every day that will prove interesting to our members. The next time that "sumpin" happens, we want you to write it down and send it to the T. M. A. Secretary.

—T. M. A.—

(DE) PRESS (I) ON

Fellows, if you will block out the first, second and eighth letters of the word "depression" you will have two of the greatest words in the English language—Press On. This is what the live salesman has to do every day. He can't afford to become discouraged because of being "put off," but has to keep pressing on. Press on, fellows, press on!

—T. M. A.—

We offer our apology to **Mr. R. I. Cromley**, of E. R. Squibb and Son, for not having his name in the list of the T. M. A. members, which was published in the October issue of the JOURNAL. Mr. Cromley is a very active member of the organization and paid his dues during the early part of 1931. Through some error of the Secretary his name was omitted. Cromley, we are sorry and apologize.

—T. M. A.—

Mr. P. A. Hayes, of the Justice Drug Co., of Greensboro, attended the fifty-seventh convention of the National Wholesale Druggists Association, which was held in Atlantic City during the week beginning October 18. He was accompanied by Mrs. Hayes. "P. A." is a very active member of the Association and is on the committee on credits and collections. At the last convention he was elected to the office of fifth vice-president. Congratulations, P. A., the T. M. A. is very proud of you!

— T. M. A.—

—T. M. A.—

Messrs. Garland C. Norris and **J. F. Neely**, of Garland C. Norris and Co., have returned from a business trip to New York. They decided to make the trip by plane, but when they tried to secure reservations in Raleigh only one seat was available. Mr. Neely insisted that Mr. Norris take that while he hurried to Richmond by bus in an effort to secure a reservation there. He was successful and when the plane from Raleigh landed in Richmond Mr. Neely joined Mr. Norris and the trip was made without further confusion, but with many thrills. By the way, ask Neely about his baggage being put on the wrong bus.

—T. M. A.—

Mr. H. L. Barnes is again with I. Fischman and Sons as their representative in this territory.

—T. M. A.—

We are delighted to report that **Mr. Geo. White**, president of the White Dairy Products Co., has recovered from a recent illness.

—T. M. A.—

Mr. Henry Marston, of Kinston, has just been promoted to the position of Southern District Sales Manager for the Upjohn Co. His territory includes the states of North and South Carolina and southeastern Virginia. His headquarters are in Charlotte. **Mr. Ham Underwood** has been transferred to the Washington district of Upjohn. Both positions are distinct promotions and we heartily congratulate both of these T. M. A. members.

—T. M. A.—

Mr. C. Rush Hamrick, of Shelby, a member of the Board of Governors of the T. M. A., visited the office of the Secretary during the past month. We appreciate your call and we regret that we were out of town when you came.

— T. M. A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Merchants' License Tax Now Due State

Every retail druggist in North Carolina, as well as every other merchant including wholesalers alike with retailers, must pay a tax to the State for the privilege of doing business between the 1st and 10th of this month (December), based upon the total volume of sales from June 1 to December 1. The new Merchants License Tax was imposed upon merchants by the 1931 General Assembly. It is Section 164 of the 1931 Revenue Act.

Blank forms upon which merchants report the gross volume of business done for the six months period, referred to, have been mailed by the State Department of Revenue to all known wholesale and retail establishments liable for the payment of the tax. These forms contain not only the rate of tax to be paid but also explanatory notes. Those subject to this tax, therefore, should have no difficulty in filling out the forms properly and arriving at the amount of tax to be paid.

The tax imposed by this section upon wholesale merchants is at a rate of approximately 1-20 of 1 per cent of gross sales, the minimum tax being $12.50, and the tax imposed upon retailers is at a rate of approximately 1-10 of 1 per cent on gross sales, the minimum tax in this instance being $5.00. Among other exemptions, however, the following specific one is provided "*Gross sales on any article of commerce which is manufactured, mixed, blended, or processed by the reporting taxpayer*". All sales of articles coming within this exemption, therefore, may be deducted from the total gross sales of the taxpayers business in arriving at the taxable gross sales of the business.

The language used in the Act setting forth its application and the exceptions, is as follows: "It is not the purpose of this section to impose a tax upon the business of producing, manufacturing, mixing, blending, or processing any article of commerce, or upon the sale of such articles of commerce by anyone who engages in the business of producing, manufacturing, mixing, blending, or processing, but shall apply to any one engaged in either of these businesses if, and to the extent that, articles of commerce are bought and sold in connection with such business in substantially the same form in which they are bought."

Retail druggists, therefore, may deduct from the total gross sales of their businesses the sales of all articles not sold in substantially the same form in which purchased by them. These include receipts from the soda fountain, the prescription department, luncheonette service, and home or drug store made sandwiches, cakes, pies, etc.

The Act provides that "every merchant who fails to make the report required by this section within the time specified, or who fails to make remittance of the amount of tax due and payable, or who shall make a false report, shall be liable for a penalty equal to the necessary expense of travel and per diem of a representative of the State Department of Revenue who shall be assigned to investigate such violation and to secure a correct report of sales and settlement of tax, and, in addition, every person, firm or corporation violating the provisions of this section shall be guilty of a misdemeanor, and upon conviction, shall be fined or imprisoned in the discretion of the court."

Chain Store Tax Law Declared Valid

The Supreme Court of the United States during the last week in October by an order without an opinion sustained the validity of the North Carolina Chain Store Tax Law. The judgment of the State Supreme Court

MEIER'S

"The Juice of the Grape"

GRAPE JUICE

SELL MORE GRAPE JUICE THIS YEAR AT THE FOUNTAIN AND IN BOTTLES

MEIER'S made from the cold process, retaining the natural delicious flavor of the Concord Grape. It has that fresh tart taste that wins and holds friends wherever it is sold.

AND YET IT COSTS NO MORE THAN SOME NOT QUITE SO GOOD

If you are not now using and selling MEIER'S, try a case or drop shipment of five cases on our guarantee. There is none better—here is the price:



4 oz., 72 to Case	$5.40 Case
Pts., 24 to Case	5.25 Case
Qts., 12 to Case	5.00 Case
1-2 Gls., 6 to Case	4.75 Case

Less 10%—5 Case Drop Shipments. Freight allowed.

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United Sales & Distributing Co.

Southern Representatives

Raleigh, North Carolina



MEMBER T·M·A· OF THE N.C.P.A.

The John C. Meier Grape Juice Company

Silverton, Cincinnati, Ohio



Wishing You

a

Merry Christmas

and a

Happy New Year

THE BODEKER DRUG COMPANY

Importers and Wholesale Druggists

Richmond, Va.

PERFUME SETS

Opportunity knocks at the door of those who are prepared.

Complete your stock while your best selling numbers are available.

YARDLEY'S	ARMAND
COTY'S	CHERAMY
HOUBIGANT	CUTEX
MENNEN BABY SETS	MELLO-GLO

SETS FOR MEN

WILLIAMS	YARDLEY'S
COTY'S	MENNEN'S
JERGEN'S	FOUGERE ROYALE

PERFUME ATOMIZERS

IN ASSORTMENTS OR OPEN STOCK

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Importers and Wholesale Druggists

Richmond, Va.



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Used at Fountains Will Yield Approximately

SIXTY-FIVE DOSES

From Each Bottle

Dispensing Size Bromo-Seltzer

No Waste Correct Dose

Larger Profits

Dispensers Supplied Trade Gratis

EMERSON DRUG COMPANY

BALTIMORE, MD.

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upholding the law was affirmed by the high tribunal on the basis of its decision at the last term declaring the Indiana tax on Chain Stores to be a valid levy.

The North Carolina law differs from the Indiana law in that it provides for a license fee of $50.00 on each branch or chain store in excess of one operating in the State; whereas the Indiana law has a graduated scale from $3.00 to $25.00, depending on the number of stores.

This decision establishes definitely the fact that the State may levy a flat tax of $50.00 or a tax even greater in amount on each chain store operating within its borders. The chain store tax law is now settled. The tax must be paid and there is no other recourse.

The Court during the same week refused to grant a re-hearing of its decision of last May, upholding the Indiana State Law imposing a graduated tax upon chain stores, upon which the decision of the North Carolina case was based. By this decision the right of legislators to pass a graduated tax law, in which the tax is graduated according to the number of retail stores under one control or management is likewise settled.

One question, however, that still remains to be settled is how great a tax can be imposed upon chain stores. The Indiana law stops at $25.00 and this amount, the Supreme Court has declared not confiscatory, and the North Carolina flat tax of $50.00 is declared not to be unreasonable. But how about a tax of $100.00, or $500.00, or $1,000.00 on each outlet of a chain? In some of the States bills have already been proposed placing a levy of $500.00 and $100.00 upon chain stores. Will these amounts be confiscatory? This is a question the Supreme Court of the United States will have to decide, no doubt, in the near future.

New York Ownership Law Upheld

The constitutionality of the New York pharmacy ownership law recently was sustained by Judge Lewis, of the State Supreme Court, at Syracuse.

Counsel for Stanley J. Hagues, a druggist, filed a motion in his action against the State Board of Pharmacy for a judgment declaring the ownership law unconstitutional. Judge Lewis sustained the validity of the law early last summer, whereupon counsel for Hagues petitioned for a rehearing. Judge Lewis' late decision was responsive to what might be termed Hagues' appeal from Judge Lewis' original decision. Mr. E. C. Brokmeyer, general attorney for the National Association of Retail Druggists, joined the Attorney General in opposing counsel for Hagues by filing a brief for the Association as amicus curae, or friend of the court.

In the original proceeding, counsel for Hagues maintained that as a druggist he was denied due process of law and the equal protection of the law, as provided in the Fourteenth Amendment, by the action of the Board of Pharmacy in denying him a certificate, or license, to own and operate a pharmacy. Counsel for Hagues further insisted that the New York pharmacy ownership law was invalid because of class legislation. Counsel for the N.A.R.D. answered that the classification made by the Legislature of pharmacists, druggists and storekeepers and pharmacies, drug stores and stores was reasonable and in the interest of the public welfare and, therefore, a proper exercise of the police power of the State. Counsel further maintained that the decision of the Supreme Court of the United States in Liggett vs. Baldridge et al, 278 U. S. 105, declaring the Pennsylvania drug store ownership law to be unconstitutional, did not apply to the New York pharmacy ownership law because the two statutes were entirely different. The Pennsylvania law did not create the classifications provided for in the New York statute. Moreover while no evidence was presented to the Pennsylvania legislature to show that the proposed legislation bore a substantial relationship to the public welfare, as pointed out by the Supreme Court of the United States, such evidence was submitted to the New York legislature by both the medical and pharmaceutical professions.

A year ago another branch of the State Supreme Court of New York declared the New York pharmacy ownership law unconstitutional, in the case of Pratter, a druggist, vs. the State Board of Pharmacy. In

that case the court based its decision on the majority opinion of the Supreme Court in the case of Liggett vs. Bladridge et al. The decision in the Pratter case has been appealed by the Attorney General and counsel for the N.A.R.D. has filed a brief in support of the appeal.

When the Pennsylvania drug store ownership law was declared unconstitutional by the highest court, independent retail druggists and their various organizations jumped at the conclusion that all pharmacy ownership laws were likely to be declared invalid. Judge Lewis' decision will be received by the pharmaceutical organizations with enthusiasm and bills similar to the New York law will likely be introduced in the legislatures at their next sessions.

Briefly, the New York law creates the classifications of pharmacists, druggists and storekeepers and pharmacies, drug stores and stores, as stated, and provides that applications shall be filed with the State Board of Pharmacy for licenses to operate each class and also for licenses to qualify as operators. While the Pennsylvania drug store ownership law limited the ownership and conduct of drug stores to individuals who were registered pharmacists, or firms or partnerships composed of registered pharmacists, or corporations whose stockholders were registered pharmacists, the New York law does not contain such a provision. It provides that the New York law does not contain such a provision. It provides that "every pharmacy shall be owned by a licensed pharmacist and every drug store shall be owned by a licensed druggist; and no co-partnership shall own a pharmacy unless all the partners are licensed pharmacists and no co-partnership shall own a drug store unless all the partners are licensed druggists; except that any corporation, organized and existing under the laws of the State of New York or of any other State of the United States and authorized to do business in the State of New York and empowered by its charter to own and conduct pharmacies or drug stores, and at the time of the passage of this Act still owns and conducts a registered pharmacy or pharmacies or a registered drug store or drug stores in the State of New York, may continue to own and conduct the same and may establish and own additional pharmacies or drug stores in accordance with the provisions of this article, but any such corporation which shall not continue to own at least one of the pharmacies or drug stores theretofore owned by it or ceases to be actively engaged in the practice of pharmacy, shall not be permitted thereafter to own a pharmacy or a drug store; and except that any person, not a licensed pharmacist or a licensed druggist, who at the time of the passage of this Act owns a registered pharmacy or a registered drug store in the State of New York, may continue to own and conduct the same in accordance with the provisions of this article and except that the administrator, executor or trustee of the estate of any deceased owner of a registered pharmacy or drug store, or the widow, heirs or next of kin of such deceased owner, may continue to own and conduct such registered pharmacy or drug store, in accordance with the provisions of this article." (Editorial, *National Druggist.*)

EDITORIAL SECTION

(Continued from Page 119)

later wakes up in the same room without even a headache. The chief objection to its use lies in the fact that once given it cannot like ether be withdrawn if untoward symptoms result. But its toxicity seems remarkably low and hence there is little occasion to worry about this inability to withdraw the drug.

It may be, of course, that Avertin exercises bad effects that remain hidden so long they may not be blamed upon the anesthetic, and it may be that clinical reports will later reveal the actual cause and thus show Avertin's advantages to be trifling compared to its dangers, but thus far the drug seems to be a great boon to patients who must undergo such brief major operations as appendectomies, and until we hear otherwise we are going to claim that Avertin is "good medicine."

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. J. R. Davis, proprietor of Davis Drug Store in Asheville for several years, has moved his pharmacy to Marion, where it will be operated as the Lake City Drug Store. The pharmacy is in the James Hotel Building.

Mr. W. A. Ward, proprietor of Ward's Pharmacy at Swannanoa, has bought the stock and fixtures of the Swannanoa Drug Co. in the same town and consolidated the two stores under the name of Ward's Pharmacy. The pharmacy will occupy the building used by the Swannanoa Drug Co.

Mr. L. L. Sloop, of Cherryville, has purchased The Stephenson Drug Co. in Shelby, from **Mr. B. O. Stephenson**, who will devote his entire time in the future to the position he has held for some time with Frederick Stearns and Co. as traveling representative. Mr. Sloop formerly lived in Shelby and operated Sloop's Drug Store. For the past two years he has been prescriptionist for the Beam Drug Co. in Cherryville. He will operate his new Shelby store as Sloop's Pharmacy. He has been succeeded at Cherryville by **Mr. Grant Raker**, of Lexington, formerly with Tate's Drug Store in Lenoir.

Mr. W. W. Huggins, formerly with Green's Drug Store in Wilmington is now with Mack's Drug Store in Durham.

Mr. J. A. Trent is opening a new pharmacy on N. Main St. in Danville, Va., which will be known as Trent's Drug Store.

Mr. W. A. Comar, formerly with Goode's Drug Store in Asheville, is now traveling representative for Magnus, Maybee and Reynard in Virginia and Kentucky territory.

Mr. T. W. Angel has completed the erection of a new store building in Franklin on the corner above the former location of his pharmacy, Angel's Drug Store. The pharmacy has most attractive and adequate accommodations in the new building. **Mr. R. M. Rimmer** is prescriptionist.

We regret to learn that **Mr. W. F. Welborn**, of Lexington, is ill in a Winston-Salem hospital.

We have just learned of the arrival of Miss Barbara Jane, daughter of **Mr.** and **Mrs. C. P. Spencer**, of High Point. The young lady was born on Sept. 24. Her father is connected with Cecil's Drug Store.

Mr. Dean Tainter has equipped his No. 2 store in Marion with a prescription department.

News from Eastern Carolina

F. L. Bundy, *Reporter*

Mr. Prentice O'Neal, who recently opened a drug store in Belhaven, has just installed a new Green soda fountain and made other improvements in his store. He reports business much better than expected.

Mr. C. A. Taylor, of Leaksville, has accepted a position with Vinson's Drug Store in Goldsboro. For the past few years Mr. Taylor has been making his home in Virginia.

Friends of **Mr. M. B. Melvin**, will be glad to learn he is back on the job at the Boon-Iseley Drug Co. in Raleigh after an attack of the "Flu."

Mr. H. A. Talley, of Jonesboro, is opening a drug store in Cameron. Mr. Talley has been with the Crabtree Drug Co., of Sanford, for the past five years.

Mr. W. T. Andrews, proprietor of the Andrews Drug Co. in Goldsboro, has a beautiful hunting lodge on New River below Jacksonville. Mr. Andrews has just bought some antique furniture, which he is working over himself, and will furnish his lodge with it.

Mr. J. P. Moore is now manager of the Winstead Drug Co. in Elm City. He was formerly with the Middlesex Drug Co. in Middlesex.

The Morehead City Drug Co., of Morehead City, was broken into recently. The thieves got away with about $500 worth of fountain pens, watches, etc.

Mr. Cader Rhodes, proprietor of the College Court Pharmacy, of Raleigh, recently visited his parents in Jacksonville. When Cader's Onslow County hams start running low he heads for Jacksonville and we don't blame him for these hams are known far and wide. None can equal them!

Jarman's Pharmacy, of Wilmington, has just completed the remodeling of their store. A modern front and show windows have been installed.

Mr. W. R. McNair, of Henderson, is now manager of the Thomas-Culpepper Drug Store in Henderson. He formerly operated the Vance Drug Co. in that town, but for the past two years has been making his home in Gastonia.

On December 1st the Bristow Drug Co., of Rockingham, will move into its new store on Main St. The store will be modern in every detail and conveniently arranged. **Mr. E. B. Bristow** is the proprietor.

Mr. G. P. Johnson, of Wallace, but who has spent a greater part of his life in Wilmington, has returned to the "City by the Sea" to accept a position with the Speer Drug Co. For the past three years Mr. Johnson has held positions with Hutchinson's Drug Store, of Maxton, and Bryan's Drug Store, of Elizabethtown.

Mr. F. J. Hunnicutt, of Raleigh, has stayed out of the drug business as long as he could. He has given up his connection with an insurance firm and accepted a position as prescriptionist for the Wiggins Drug Store on Person St. in Raleigh. He is a great salesman as well as prescriptionist and we are informed that the store is doing a brisk business! Mr. Hunnicutt was licensed as a pharmacist in 1910.

Friends of **Mr. W. L. Barnhill,** of Wilson, are congratulating him on the arrival of a daughter.

Messrs. C. M. Andrews, C. P. Mitchell and **R. H. Andrews,** all of Burlington, have recently enjoyed a delightful fishing trip to Morehead City. They were accompanied by three doctors from Burlington. Mr. C. M. Andrews caught a sheep-head weighing ten pounds. The entire party landed almost a hundred of these fish, many of them weighing as much as five pounds.

General News Items

Mr. B. N. Austin, of Leaksville, who has been with the Stephenson Drug Co., of Shelby, for a number of years, on November 16 accepted the position of prescriptionist for the Childs-Wolfe Drug Co. in Lincolnton, succeeding the late **Mr. Drayton Wolfe.**

Mr. R. G. Kale, of Catawba, is now with the Nissen Drug Co. in Winston-Salem.

We are delighted to report that **Messrs. S. M. Macfie,** of the S. M. Macfie Drug Co., of Brevard, and **G. E. Matthews,** of Matthews Pharmacy, of Fayetteville, have recently joined the N. C. P. A.

Foster's Drug Store in West Asheville, has been purchased by **Mrs. G. A. Shieder,** who will operate it as the Carolina Pharmacy. **Mr. Shieder** is manager and prescriptionist. He has disposed of his interest in the two West Asheville stores of Shieder and Brookshire and the West Asheville Pharmacy. **Mr. G. E. Brookshire** is now the sole owner of Shieder and Brookshire, which is operated as the Malvern Hills Drug Store. The West Asheville Pharmacy has been purchased by **Messrs. L. P.** and **G. E. Brookshire** and **D. W. Foster.** Mr. D. W. Foster has also bought Mr. Shieder's interest in the Palace Pharmacy in West Asheville.

Mr. G. O. Tripp, of Elm City, is spending some time in western states. We recently had a card from him in Reno, Nevada.

The Boon-Iseley Drug Store in Raleigh has become one of four such agencies in the State for the Nunnally candy company. A candy department has been installed, owned and operated by the drug company, but under the direct supervision of the Nunnally Company. There are only thirty such agencies in the entire country. The entrance of the store has been remodeled recently, giving the store a much more attractive appearance and up-to-date show windows. A new rubber flooring has been put down also.

Believe it or not: There has been found one drug store proprietor in North Carolina

who refused to sell cigarettes until the companies lowered their prices in order that he might make a fair profit. This store is the Cash Drug Store, of Lucama, and **Mr. E. F. Redding** is the proprietor.

Mr. John Young is now with the Dilworth Drug Store, located at 1534 E. Boulevard, Charlotte. This store has recently added a prescription department.

Many druggists observed Pharmacy Week with attractive window displays. We wish that we could have seen many of these windows—all of them emphasizing the professional side of pharmacy. A reporter has just told us about the interesting window set up by **Mr. D. T. Briles** in the I. W. Rose Drug Co., in Rocky Mount. Mr. Briles has taught chemistry courses to the nurses in the local hospital for a number of years and during that time has assembled a splendid collection of apparatus. In his home he has set up a very good laboratory. He carried this apparatus to his store and arranged it in the window all ready for work. In addition, he used a display of chemicals, each labeled with appropriate cards. There were exhibits of sulphur, mercury, iron, zinc, etc. In the windows as you entered the store there were a number of cards, each calling attention to the service rendered by druggists. The displays attracted a great deal of attention. The local schools, for instance, were particularly interested and the principal of the high school brought various groups of students to see the displays. We congratulate Mr. Briles on his clever idea. We wish we knew of other novel displays.

Mr. J. S. Selden, of Jackson, for the past several years with the Edgecombe Drug Co. in Tarboro, is now the proprietor of Selden's Pharmacy in Weldon. We are wishing for him every success as the owner of a drug store.

The Warren Drug Co. has been moved from Dunn to Benson. **Mr. J. C. Warren** is proprietor of the store.

Mr. L. E. Reaves, of Raeford, has accepted a position with the Mount Airy Drug Co., of Mount Airy.

We understand that the Williams Drug Co., of Mount Olive has discontinued business.

Letters to the following druggists have been returned unclaimed: **Messrs. G. E. Henderson,** Lynchburg, Va., and **C. V. Kimball,** Washington, D. C. Present addresses for these pharmacists will be appreciated.

Damages estimated at from $2,000 up and down resulted from an early morning fire on November 2 to the O. Henry Drug Store No. 5. Officials of the drug store and fire department were at a loss to explain the origin of the blaze. The fire had its inception in or near the prescription department and from there spread to the basement. The store is located in the O. Henry Hotel Building. Considerable damage from the smoke and heat was caused to the structure. The loss was partly covered by insurance.

Rexall Conventions

Meetings of the salespeople employed in North Carolina Rexall stores were held in the Sir Walter Hotel in Raleigh on November 9, and in the Charlotte Hotel in Charlotte on November 12. Each of the conventions was attended by 75 or 100 Rexallites and their employees. Morning and afternoon sessions were held and addresses made by officials of the company. Those attending were guests for luncheon of the North Carolina Rexall Club and of the United Drug Company at a banquet.

We Thank You, Sir!

The following letter is self-explanatory:

Nashville, Tenn.,
November 2, 1931.

Dear Mr. Beard:

Am attaching my check for $1.00 for my subscription to the Journal. I'd feel lost without it.

Yours very truly,
(Signed) M. T. HIERS.

N. C. Salesmen Win Honor

A number of salesmen of the Norwich Pharmacal Company from every section of the country were invited by the firm to Norwich for several days beginning November 14. Only those salesmen were extended invitations who held unusually high sales records. Three representatives of the New

York division won the unusual honor and readers of the JOURNAL will be pleased to know that two-thirds of the representation of this division are North Carolinians in the persons of **Messrs. John K. Civil** and **F. L. Bundy.** We extend to them our heartiest congratulations. Mr. Civil was also runner-up as honor man of the company. The party was conducted from New York to the headquarters of the company in Norwich by Vice-President **Turner F. Currens,** and several days were spent in a tour of the laboratories. The banner salesmen also received the congratulations of the president and the executive staff for their wonderful results in the month of October.

School of Pharmacy Notes

The pharmacy fraternities at the State University announce the pledging of the following students: Kappa Psi: **Messrs. W. H. Houser,** of Cherryville, and **R. R. Wells,** of Henrietta; Phi Delta Chi: **Messrs. J. M. Wheless, Jr.,** of Farmville, **W. L. Hickman,** of Kinston, **L. N. Womble, Jr.,** of Pittsboro, and **N. H. McCollum,** of Spray.

On the afternoon of November 15 **Dr.** and **Mrs. H. M. Burlage,** of the School of Pharmacy Faculty, entertained the senior class at tea from five to six. Members of the special pharmacy staff and their wives were also present. The occasion was a most delightful one.

School Given Portrait of the Late Dean Howell

The University School of Pharmacy has received an oil portrait of the late **Dean E. V. Howell,** which was presented by **Mr. J. E. Murray,** vice-president of the Emerson Drug Co. Mr. Murray is a graduate of the School in the class of 1913. The portrait was executed by **Mr. Willem Wirtz,** well-known portrait painter of Baltimore. The artist knew Dean Howell intimately, and this knowledge, coupled with many photographs, enabled him to make a splendid likeness. The painting will be unveiled at a simple ceremony in the Howell Hall of Pharmacy. The date will be announced later in the JOURNAL.

Board of Pharmacy Meets

The North Carolina Board of Pharmacy held the fall examinations in the Howell Hall of Pharmacy on November 24-25 with every member of the Board present. The following were licensed as pharmacists: **Messrs. B. R. Ward,** Goldsboro; **W. R. Richardson,** Sparta; **H. R. Simmons,** Goldsboro; **E. L. Kritzer,** Spencer; **E. F. Glenn,** Fayetteville; **W. A. Ratley,** Fairmont; **E. P. Cahoon,** Portsmouth, Va.; **J. F. Koonce,** Lawrenceville, Va.; **C. L. Johnson** (Col.), Washington, D. C.; **W. C. Bryant** (Col.), Tarboro; and **C. W. Mason** (Col.), Wilmington.

Five of these are ex-service men who were permitted to take the examination under a special act of the last legislature.

Four were granted licenses as assistant pharmacists: **Messrs. H. F. Taylor,** Tarboro; **J. H. Causey,** Winston-Salem; **J. O. Hendrix,** Reidsville; and **S. P. Birkitt,** Charlotte.

Convention Dates Fixed

The Executive Committee of the North Carolina Pharmaceutical Association has fixed June 21-23 as the dates for the Fifty-Third Annual Convention of the North Carolina Pharmaceutical Association to be held at High Point and has decided upon the Sheraton Hotel as convention headquarters. A number of features were considered before finally deciding upon the above dates and when all were weighed the members felt that June 21-23 were the most convenient dates for the convention. **Mr. A. C. Cecil,** Local Secretary, will be in charge of arrangements for the 1931-32 meeting.

Marriages

Miss Betty Hall and **Mr. Tyson Alexander Curtis,** both of Hartsville, S. C., were married at Darlington, S. C. on July 15. Mrs. Curtis is the daughter of Mrs. **C. W. Hall,** of Madisonville, Ky., and has been with the Western Union Telegraph Co. at Hartsville for over a year. Mr. Curtis is the son of Dr. and Mrs. J. A. Curtis, of Hartsville, and a graduate of the State University School of Pharmacy. He is now connected with the Curtis Drug Co., of Hartsville.

In an impressive wedding solemnized at

the home of the bride's parents on the morning of October 13, Miss Dorothy Allen became the bride of **Mr. Charles Raymond Whitehead**, of Ramseur. Mr. Whitehead attended college at Wake Forest and later entered the School of Pharmacy at the State University where he graduated in 1925. He is a member of the Phi Delta Chi fraternity. For the past six years he has been secretary and manager of the Ramseur Pharmacy.

Deaths

Mr. Will Herring, of Wilson, died in a Baltimore hospital on October 29 following an illness of several weeks. Mr. Herring was for many years in the drug business in Wilson, and was a brother of **Mr. Doane Herring.**

Funeral services for **Mrs. Rosa Lee Threatt**, wife of **Mr. J. B. Threatt**, of Durham, were held in Barwick, Ga. on Nov. 16. Mrs. Threatt died in Watts hospital, Durham on Nov. 14 following an illness lasting several months. She was 31 years of age and was married to Mr. Threatt in 1926. Shortly after their marriage the couple moved to Durham, Mr. Threatt accepting a position with the Eckerd Drug Co. To the bereaved husband the JOURNAL extends sincerest sympathy.

THE CORNER DRUG STORE

(Continued from Page 120)

the body. Without men of integrity to dispense these drugs, medicine as a science would be crippled. The greatest vital part the pharmacist plays, as every good pharmacist knows is his check on the field of medicine—his check on the doctor. Many, many times a customer is kept waiting unsuspectingly while the pharmacist quietly telephones the doctor to call his attention to an overdose in a prescription. It is human to err and the field of medicine is stronger, less likely to error with two professional men interpreting the drug and dose for a sick body. This hitches the profession we follow to the medical field.

But this is not all. Would you like to live in a community where there was not a drug store on your nearest corner? You would not. For subconsciously we know our dependence upon the corner drug store. The druggist has the same ethics as the doctor. He could not nor would not refuse medicine to the sick nor first aid to the injured. Much suffering has been lessened and death averted by the druggist on the corner. Like a lighthouse he is there from the crack of dawn until far into the night to fill prescriptions, to give antidotes for poisoning, relief from burning, injury and any accidents. He is a first aid man and his saving of life and suffering before the doctor comes can not be estimated.

The future of the pharmacist depends upon the pharmacist. He can sink into obscurity with his bottles in the dark corner of his store, or he can put his profession to the fore. He can by word-of-mouth, by publicity, by professional spirit and ethics and achievement enhance the prestige and importance of his profession. Among the notions he can raise a sacred spot for his drug counter that will remain aloof, dignified, professional and reputable despite the melee to trinkets vying for first place.

The S. E. Massengill Co.

Manufacturing Pharmacists,

Bristol, Tenn.-Va.

Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules, Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc.
The oldest and largest pharmaceutical manufacturers in the Southern States. Write for Catalog.

Branches

Kansas City, Mo. New York, N. Y.

CASH IN

ON IT!

Capudine newspaper advertising—appearing week in and week out—in the leading newspapers of North Carolina, plus the "Capudine Soothers", a radio program of delightful entertainment reaching consumers twice every week from Raleigh Station WPTF. and Charlotte Station WBT are building druggists sales day by day to greater volume. Feature Capudine in your store and cash in on this advertising.

Write for our new and very striking looking window displays and counter easels—in 8 colors, free, sent postpaid.

Capudine Chemical Co.

Raleigh, N. C.

Don't Discard Your Life-Preserver

Now, more than ever before, every careful Retail Druggist will make certain of the **Safety** of his Fire Insurance—**and that he has enough of the right kind.**

He will have only strong **Capital Stock protection**—

He will obtain that Capital Stock Security at the most economical cost—

He will avoid every Company which writes excessive amounts on any risk.

Our Policyholders have satisfied themselves that our Company offers the best Fire Insurance buy open to a Retail Druggist.

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY

American Bldg. Cincinnati, Ohio

We have more than two million dollars in Capital, Surplus and Reserves for the protection of our policyholders.

Worthwhile Premium Savings

Specialist Drug Store Adjusters

Some of our State Agents

N. F. Reiner
250 Kimberly Ave.
Asheville, N. C.

A. A. Coleman
Greenwood,
S. C.

The Seeman Printery, Inc.

Where *Good* Printing is a Habit

We Specialize in Satisfaction
and Promptness

Printers in DURHAM, N. C., Since 1885



NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.



Profit! Profit! PROFIT!

... and an ever increasing profit for the druggist who recommends and sells "BC" for the hundreds of pain-wracked bodies that daily call upon him for help;

... because "BC" never fails to bring three-minute relief from any headache, rheumatic, sciatic, sinus or female pain, and

... any jobber can supply "BC"

BC REMEDY COMPANY
Durham, N. C.

3 MINUTE relief from Pain



EPHEDROL

WITH ETHYLMORPHINE HYDROCHLORIDE*

A distinctive, palatable, and effective cough remedy developed in the pharmacologic laboratories of Eli Lilly and Company.

Ephedrol combines the antispasmodic property of Ephedrine with the anodyne and expectorant qualities of Ethylmorphine Hydrochloride, Potassium Guaiacol Sulphonate, Squill, Tolu, and Menthol.

Supplied in Pint and Gallon Bottles.

The Peabody Drug Company
Durham, North Carolina

* Exempt Narcotic

LABELS · Rx Blanks · BOXES

PRINTED & LITHOGRAPHED

PILL & POWDER HINGED OR PLAIN



HINGED BOXES

WILL MAKE YOUR CAREFULLY COMPOUNDED PRESCRIPTIONS "LOOK THE PART" PRICED SO LOW EVERY DRUGGIST CAN USE THEM. GET OUR LATEST SAMPLES AND PRICES

J. G. BARNETTE
310 HAWTHORNE LANE CHARLOTTE, N. C.

E.B. READ & SON CO. BALTIMORE MD.

Due to their merit and the extensive advertising behind all three of them—

CARDUI

Thedford's

BLACK-DRAUGHT

CARDO-SIPTEC

are "just the thing" for group or "companionate" selling, which means a quicker turnover—extra profits.

The Chattanooga Medicine Co.

Chattanooga, Tenn.

MADE BY THE MAKERS OF

UNGUENTINE



5 QUICK REASONS FOR BACKING THIS NEW QUICK SELLER!

Unguentine Skin Cream is an all-year money-maker. Dealers everywhere are finding it so. So will you! And here are five reasons why:

1 GREASELESS! STAINLESS! VANISHING!—Unguentine Skin Cream is dainty, snow-white, pleasant to use. Customers buy it—like it—and keep on buying it. Easy sales! Quick turnover for you!

2 A REAL AID TO COMPLEXION BEAUTY—Unguentine Skin Cream tones and rejuvenates dull, sallow, tired complexions. Every sale means a satisfied repeat customer.

3 A MARVELOUS HAND CREAM—Makes red, rough hands soft and smooth. Great for chapping, too. Think of the market that opens up!

4 PERFECT AS A POWDER BASE—A big everyday use that will keep Unguentine Skin Cream moving off your shelves.

5 FOR AFTER-SHAVING, TOO!—Takes the smart out of shaving. Soothes and cleanses the skin. And that's where you get the men customers!

Let a money-maker make money for you. Display Unguentine Skin Cream. In a handy, attractive 60c jar. Or ask your salesman about the new 25c and 50c tubes.

NOTE: Don't sell Unguentine Skin Cream for burns and scalds. Sell Unguentine in the red-and-yellow tube—the antiseptic ointment used in 8 out of 10 hospitals.

The Norwich Pharmacal Co., Norwich, N. Y.

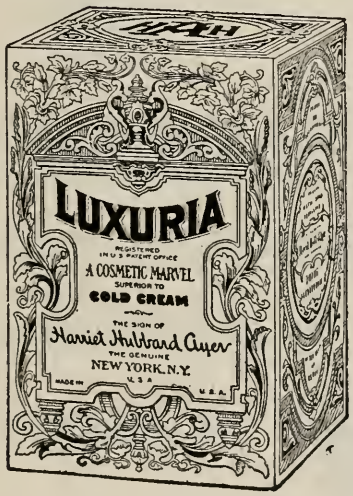
UNGUENTINE SKIN CREAM

Made by the Makers of Unguentine

All for HAH Beauty

HARRIET HUBBARD AYER

"The Repeating Line"



Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
Hair Preparations	Manicuring Requisites
Bath Luxuries	Perfumes

"Used by Women Who Know"

HARRIET HUBBARD AYER, Inc.

323 East 34th Street

London **NEW YORK** **Paris**



A Consistent Profit Item

Have you checked up recently on the various products whose sales are "holding up" these days? Do so—and you'll find STANBACK right at the top of the list! STANBACK keeps right on paying you, first, because STANBACK advertising is "keeping on" and second, because of the unfailing "repeat" demand.

STANBACK COMPANY
SALISBURY, N. C.

A Sensational Camera Offer



$1.50
VALUE ONLY
75¢

HERE'S a sure-fire sales builder. It's a brand new $1.50 value colored box camera that costs you only 75 cents, and can be sold as a 98-cent special—an astoundingly low price for a colored box camera so attractively and beautifully built as the Model E. The supply is limited, and is restricted to those dealers who have bought an Agfa 1931 Film Cabinet Deal. In blue, gray, green, and red, the Agfa Ansco Model E at this special price, is the sensational box camera of the year. Ask our salesmen about this special Agfa Ansco Model E Box Camera offer.

AGFA ANSCO
MODEL E
in four colors

POWERS - TAYLOR DRUG CO., INC., RICHMOND, VA.

DISTINCTIVE



DIXIES are built with a painstaking care to please every demand. With immaculate white or one of the delicate colors they are dainty enough for feminine discrimination — yet so sturdily constructed they withstand unusual use. Accept no substitutes.

GARLAND C. NORRIS & COMPANY

Selling Agents For North Carolina

Raleigh, North Carolina

Member
T. M. A.
N. C. P. A.

DANISH OINTMENT

(Tilden)

The approved 24-hour treatment for

SCABIES

Price per pound $1.28. Per dozen 2-oz. jars $3.00.

A trial will convince you

(Physicians' sample free upon request)

New Lebanon, N. Y. **THE TILDEN COMPANY** St. Louis, Mo.

Pharmaceutical Chemists since 1848

A Merry Xmas and a Prosperous New Year to the Wholesale and Retail Druggists of North Carolina. We thank each and every one of you who have co-operated with our men and our Company regarding Window Displays.

If you have a product for which you wish a window display installed, and for which we do not have authority from the Manufacturer to install—get in touch with our main office, and we will endeavor to get the displays for you.

SOUTHERN WINDOW DISPLAY SERVICE & SALES, INC.

404 FIRST NATIONAL BANK BUILDING

CHARLOTTE, NORTH CAROLINA

Branches:

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A Merry Christmas

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"The House of Friendly Service"

THE SEEMAN PRINTERY, DURHAM, N. C.

VOL. XIII No. 5

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

JANUARY, 1932



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing.

We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

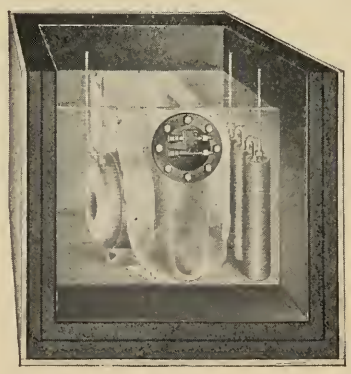
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PHILADELPHIA

Don't Crush the

Backbone

of your prescription business by being "out of stock" on STAPLES

Does your January inventory show that your pharmaceutical stocks are at a low ebb—that you are SHORT on products which physicians expect to find in every DRUG store? Here are a few such items. Check this list against your stock.

Acetylsalicylic Acid Tablets
Alophen Pills
Ammoniated Mercury Ointment U.S.P.
Ampoules Iron Cacodylate
Ampoules Quinine Hydrochloride and Urethane
Analgesic Balm
Anodyne Pine Expectorant
Antiseptic Tablets, Bernays (blue)
Blaud Pills, 5 grain
Calomel Tablets
Cascara Evacuant
Cascara Sagrada Extract Tablets
Cathartic Compound Pills
Cresol Compound Solution U. S. P.
Elixir Iron and Quinine with Strychnine Phosphate
Elixir Sodium Sulphocyanate
Elixir Lactated Pepsin
Fluid Extract Ergot U. S. P.
Fluid Extract Wild Cherry for Syrup
Nitroglycerin Tablets
Pills and Tablets Cascara Compound No. 3 (Dr. Hinkle)
Pills Methylene Blue Compound
Pituitrin Ampoules
Quinine Sulphate Capsules
Rhinitis Tablets, full and half strengths
Saccharin Tablets
Santal Oil Capsules, 10 minim, U.S.P.
Soap Liniment U.S.P.
Sodium Salicylate Tablets, 5 grain
Solution Adrenalin Chloride
Solution Iron Peptonate and Manganese
Strychnine Sulphate Tablets
Syrup Cocillana Compound
Syrup Combined Hypophosphites
Tincture Digitalis U. S. P.
Tincture Opium Camphorated U. S. P.
Tincture Nux Vomica U. S. P.
White Pine Compound Expectorant with Tar
Zinc Oxide Ointment

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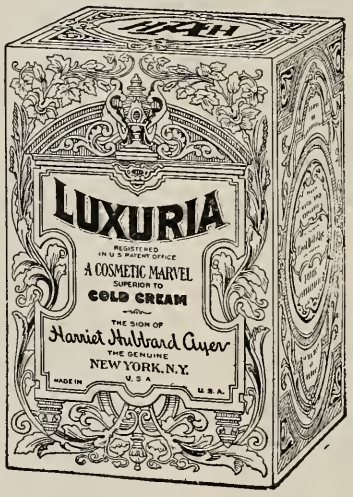
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DURHAM, N. C.

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½	doz.		$ 5.00
1	"		9.00
3	"		26.00
6	" (½ gross)	$50.00	49.00
12	" (1 ")	96.00	95.00

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ALL CARRYING CHARGES PREPAID

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1	"	21.00
3	" @ $18.00	54.00

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OWENS & MINOR DRUG CO.
Incorporated
Richmond, Virginia

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The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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ADVERTISEMENTS—Cover Pages 1, 2, 3, 4 and Pages I to XIX

The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, June 21-23 with The Hotel Sheraton as Convention Headquarters.

The summer examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, June 8, 1932.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Military Pharmacists

There is going on at the present time a determined effort on the part of the American Pharmaceutical Association to secure for pharmacists in the Army salaries and rankings commensurate with the worth of high grade, well prepared service men. For the time being at least it seems doubtful if the Reece-Copeland Bill, introduced in the last Congress and designed to create a separate Pharmacy Corps in the Army, will be pushed because it would meet a determined opposition. Rather it appears likely that the effort will center on the Wainwright Bill which sets up a Medical Auxiliary Corps with a separate division for pharmacists. Under the provisions of this proposed measure pharmacists would enter the service as second lieutenants and advance at the end of twenty-five years to colonels. This bill does not say that pharmacists may be commissioned—it says that one-third of the officers (about 40) of the Corps shall be pharmacists.

Lt.-Colonel A. D. Tuttle, of the Medical Corps of the Army, speaking at the Miami meeting of the A. Ph. A. about the two bills said:

"We prefer the Wainwright Bill because it will give us a more elastic and on the whole much better organization. For example, under the Copeland Bill, a pharmacist could go no farther than the grade of major, whereas under the Wainwright Bill this limitation is not placed on his advancement. Personally, I think that restriction in grade is a great mistake. I do not want to see the type of pharmacist we are going to get remain only a pharmacist throughout his entire career in the Army. I want to see him, after requisite years of service and training reach the grade of colonel in the Medical Department and take over broader responsibilities and duties not directly connected with Pharmacy. This is one of the many reasons why we object to a separate pharmacy corps and prefer the Wainwright Bill, which will absorb pharmacists in the proposed Medical Auxiliary Corps. In his letter to your committee General Ireland, the retiring Surgeon General, went into detail on this subject and pointed out many other objections to the Copeland Bill. We want to have a group of pharmacists in the Army who will be outstanding representatives of your profession, men who will not have to stop at the grade of major, men who can hold their own on a parity with other officers of the Army. Cannot a well-trained pharmacist be taught in a span of twenty-odd years all that is necessary in military specialties to fit him for the duties and responsibilities of the higher grades in the Medical Auxiliary Corps? The answer is unquestionably in the affirmative; you pharmacists in civil life should not be satisfied with any provisions tending to restrict his usefulness and rank. In my opinion your plea for a separate pharmacy corps would bring about the very things we in the Army are trying to avoid. By becoming members of the medical auxiliary corps pharmacists will enjoy many advantages which would be denied them were they members of a separate corps. I am sure that we have convinced your committeemen that our plan of organization is infinitely preferable. Our conferences have been extremely valuable in reaching an understanding and ironing out our differences. I am confident that future conferences will satisfactorily settle any differences of opinion that may still remain, for it is the earnest desire of the Surgeon General's Office to co-operate fully and frankly with your Committee, and your Committee has uniformly displayed the same commendable spirit. Such action has greatly facilitated the solution of our problem."

Pharmacists in the Veterans Service

Pharmacists have been classified in the professional and scientific service of the Veterans' Administration, according to an announcement by Dr. E. F. Kelly of Baltimore, Secretary of the American Pharmaceutical Association. The salary range in the professional and scientific service for pharmacists is from $2,000.00 to $2,600.00 per annum.

The duties of pharmacists in the Veterans' Administration involve compounding of prescriptions; preparation of medicines; issuing of drugs; maintaining stock and supply records; preparing reports and supervising such assistants as may be assigned.

The classification of pharmacists in the professional and scientific service in the Veterans' Administration is in line with similar classification in the United States Public Health Service and other Government departments.

Changing Changes

Can you apply research to your business? Research is the organized function of finding out how to make changes. In these transient days that is a very essential thing, for there is nothing so constant as change.

The first thing for a man to recognize is that his business is going to change whether he wants it to or not. The next thing is that he must be able to find out what the factors are that are going to make it change and then he must have that thing digested and ready to put into operation before the public demands the change.

This is the gist of an article by Chas. F. Kettering in the Rotarian and he goes on to illustrate his meaning by the following:

If I went back and picked up a product made ten years ago and tried to sell it today without change, I would fail. Suppose we had taken an automobile which represented the highest form of automotive accomplishment at that time, and sealed it up in a glass case. Suppose that the price of the car then was $2,000.

A year passed and people were admitted to look at the car again. The highest bid received for it then after one year was $1,800. Another year passed and the public came back again. Even $1,800 then seemed too high to everybody. Then next year the bids were still lower. At the end of ten years, although the car is still as perfect as when it was put in the case, no one but the junk man will put a price on it.

Now, if the car has not changed, what has happened? It is simply the eyes looking in at the car that have changed.

And so with our own drug business. We buy a beautiful set of fixtures, the finest that money can buy; we stock our shelves with the latest of current merchandise and then becoming so enamored of our last word store, we, to use a metaphor, crawl into our shell and stay there, seeming unaware that physical things reach obsolescence quickly and that methods of doing business reach that same state sometimes at an alarming rate of speed.

It takes an alert and keen mind to be actively conscious of the evolution that is constantly taking place in our business lives and a rare courage, greater than most of us possess to junk our physical belongings and ideals in favor of the new. And yet failure to do so often spells our business death.

If nothing was ever thrown out until it wore out, half of us would not be in business today. Beauty makes you buy a new necktie while there is plenty of silk left in the old one. Beauty creates "obsolescence," that glittering word that means "out-modedness."—Abbott Kimball, in Advertising Arts.

Should Prescription Bottles Be Graduated?

Samuel L. Hilton, a prominent retail pharmacist of Washington, is of the opinion that manufacturers should be urged to stop graduating prescription vials and that druggists should stop buying any that are offered for sale. He points out that it is impossible accurately to mould graduated bottles. Manufacturers admit this fact. The reason such bottles are bought is because it is simple to use them in place of graduates, thus saving time. If, however, the bottles are inaccurate in their graduations, then prescriptionists should stop us-

ing them except as containers and employ a true measuring receptacle. Dr. Hilton states that some of the bottles are accurate —they just happen to be—and there might be half of them in each case that could be depended upon, but since the pharmacist doesn't know which are right and which are wrong, he has no option except to depend on none of them, assuming, of course, that he is scrupulous in his efforts to be exactly correct in all matters of measurement.

The Last Straw

We are advised that Clarence Saunders has added prescription departments to certain of his Piggly Wiggly chain of stores in Tennessee. We have heard also that the "Pine Board Stores" in California will fill any prescription presented for fifteen cents. These two items of news, if correct, have an ominous sound when one first hears them, but after thinking the matter over a bit one can see a possible development that may be fortunate. What we mean is this: A move of this sort reaches the heights of absurdity and better than anything we know will set up a strong reaction in the public mind against cheap prescription service. People for the first time will really get prescription conscious and if pharmacists are alert enough to capitalize the opportunity the point can be driven home that prescriptions are not ordinary commodities to be shopped for among the lowest sellers but represent something to be purchased with the same care that is exercised in selecting a physician. In other words they can be made to see that the competence and integrity of the compounder are considerations not measurable in terms of price. They will think long before entrusting an order so vital to a price vending merchant, and the mere display of a drug store sign over the doorway will not be enough to attract prescription trade. Real pharmacists will welcome an investigation of their methods; the other sort seem too interested in the front part of their stores to care about prescription patronage.

Pharmacy Week No Good, Says Amber

President-elect Polk C. Gray sends us a clipping from the *New York Times* containing a letter written by a Mr. Samuel Amber that takes a dig at the drug business. We reproduce the letter below.

To the Editor of *The New York Times:*

President Hoover urges a more general observance by the public of National Pharmacy Week. He points out that the professional side of pharmacy should be recognized. This almost sounds like a joke—if it were not too tragic. I wonder if Mr. Hoover knows that pharmacy as a profession in the United States is moribund and that no number of "Pharmacy Weeks" will bring it back to life.

Pharmacy in this country has always been treated in a step-motherly fashion. While the State imposes on the druggist heavy responsibilities, it does nothing to protect him from savage competition. In all other civilized countries the druggist occupies a high position and is protected by law from undue competition which limits the number of drug stores in each district. In this country of unbridled individualism and unlimited competition the druggist is rapidly being pushed to the wall by innumerable chain and department stores.

Times Have Changed

In former times the druggist took pride in his calling; he manufactured most of the preparations required in his business and made a comfortable living by compounding prescriptions and selling sickroom necessities. At present, due to the fact that all preparations are manufactured in factories and also to lack of space, on account of excessive rentals, especially in large cities, he buys all simplest preparations ready made, and naturally makes much less profit. The compounding of prescriptions has become a mere pouring out of liquids from one bottle into another or counting of pills or tablets.

To save himself from total extinction the druggist has been forced to introduce into his business many side lines—candy, cigars, stationery, paints, cosmetics, clocks, books

and last but not least the luncheonette. These side lines gradually absorbed the greater part of his business and the prescription business became merely an annex.

Prohibition a Blight

The greatest blow has been dealt to the drug business by prohibition. The druggist has been made a purveyor of liquor. Many unscrupulous persons came into the business with the sole object of making money by selling liquor, legally or otherwise. These prohibition druggists sell everything at cut prices, expecting to make up the loss with liquor sales. The honest druggist is thereby driven out of business. Many stores are heavily mortgaged to wholesale dealers.

In New York City alone there are about 800 clerks unable to find work. The strangest thing is that the colleges of pharmacy keep on increasing the requirements for a diploma. The candidate must spend years in the study of chemistry, physics, botany, analysis, microscopy. To what end is a graduate of pharmacy entering the drug business quickly forgets all he learned in college because the knowledge cannot help him in his business. Would it not be more practical to have courses in luncheonette serving, cocktail mixing, window dressing, &c.?

Pharmacy a profession? It is to laugh!

SAMUEL AMBER.

New York, Oct. 14, 1931.

We disagree emphatically with several things Mr. Amber says but it is useless to argue with a person as disgruntled and dissatisfied as he seems to be. However, we will say this: (a) Pharmacy is *not* moribund. (b) The state *does* protect druggists from competition in the sale of prescriptions and poisons. (c) Pharmacy *is* a profession but it is not always practiced professionally. (d) It is absurd to say that a graduate forgets all he learned in college "because the knowledge cannot help him in his business." This seems to be presumptive evidence that Mr. Amber does nothing in his store but sell luncheons, mix cocktails, and dress windows—courses in which he thinks would be the only sorts having practical value.

Mr. Amber sees no future for pharmacy. He is so buried in New York City that he cannot look over the skyscrapers and see any other kind of drug practice than that going on about him. The future to him must be exactly like the present although he admits that the past has been better. Thank Heaven that Pharmacy does not have in its personnel enough men of the Amber type to keep them from looking to and working for better days.

"The Consensus of Medical Opinion"

Almost every day we read or hear the statement "It is the consensus of medical opinion," etc. This phrase is meaningless in the great majority of cases and frequently is absurd. Before us lie eight text-books on pharmacology or therapeutics written by physicians who presumably are authorities on drug action and value. Five of them say that a certain drug is useful and four do not even include it leaving a student to assume that it has no value. Illustrations of this sort could be multiplied not only about drugs but about medical practice and policies generally. Who takes a census of opinion anyway to determine what doctors think about this, that and the other thing? No one. Even actions taken by the American Medical Association do not necessarily mean that such action is a reflection of a majority of doctors; rather it means the views of a majority of the convention delegates who in turn represent about one-tenth of the licensed physicians. Similarly no one can say what the consensus of pharmaceutical opinion is, or legal opinion or what not. Of course, we can rightly say that the prevailing opinion as expressed *in print is so and so,* but that is as far as anyone can go when talking about what doctors believe, or dentists or any group. Therefore, to us at least, "the consensus of medical opinion" is what some one writer believes and wants thought of as the collective attitude of doctors and so we pay no attention to such a statement.

DISPENSING*

By A. C. Cecil, of High Point

Pharmacy has been defined as the art of selecting, preparing and dispensing drugs. In the ancient pharmacies and apothecary shops all of these operations, with the possible exception of the selecting, was carried on by the pharmacist himself in his own shop. However, in our own modern times all three of these operations have reached a highly specialized stage and each operation is carried on by people who have undergone rigid training.

In the field of selecting drugs Hopkins and Penick are probably the leaders. These two firms devote their time to selecting crude drugs and collecting them from every quarter of the globe. In the field of preparation there are many familiar names such as Lilly, Mulford, Sharp & Dohme, Parke-Davis and many others, who manufacture pharmaceuticals in addition to the many drug specialties or the so called patent medicines such as Wampole's Cod Liver Oil, Vicks Salve, Bromo Quinine and others too numerous to mention.

The usefulness of the modern drug store lies in the ability to keep all of these drugs in stock, or at least a representative assortment, and have them on hand at the time the doctor or patient may need them, and combine them in the manner prescribed to suit the particular ailment or condition. While this may sound a very simple operation it is far from it, for there are many technical points that come up, such as incompatibilities etc., that require the attention of an expert.

While it is not the intention of this paper to try to tell anyone how to conduct his prescription department I will simply set forth a few of the methods we employ in our own prescription department for I believe these methods are fundamentally sound since we have met with what could be considered a reasonable amount of success by their employment.

We have always considered our prescription department the most important department of our store; this feeling is no doubt prompted by the fact that it is the most profitable. Over a five-year period we have been able to show a percentage of 182% on the money invested. In the year 1930, which every one recognizes as being a subnormal year, we were able to show a gross profit of 211%. Consequently, we consider the prescription too important an item to be overlooked.

Every piece of our advertising carries something about our prescription department and we always mention the fact that we fill prescriptions for every doctor in town because there is an opinion among a certain class of people that they must have their prescriptions filled at the drug store whose name appears on the prescription.

While we maintain the most cordial relation with all the doctors—and we have the friendship of them all—we confine our active support to only two, and to these two we give everything we have and they in turn are exceedingly loyal to us. We do not have prescription blanks printed for any other than our own doctors and we have found that it has paid us to keep our eggs in these two baskets.

On our prescription prices we have always made an effort to hold them as low as possible and still give the patients the quality medicine the doctor would like them to have. Our average prices are 1 oz., 50c; 2 oz., 75c; 3 oz., $1.00; 4 oz., $1.25; 6 oz., $1.50; 8 oz., $1.75; 12 oz., $2.00; 16 oz., $2.25 for liquid prescriptions. When Codeine or any other expensive ingredient is included the price is naturally higher, and in prescriptions where there is a large dose of an inexpensive medicine, as Infusion of Digitalis, of course, the price is correspondingly lower.

Pills and tablets we usually sell for 25c per dozen with variations for the more expensive ones. Hand made capsules and powders are priced at 75c per dozen with

* This paper was presented at the 1931 meeting of the N. C. P. A.

(Continued on Page 143)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T. M. A.—

We are wishing for every T. M. A. member as well as every druggist and every person connected with either of these organizations a HAPPY NEW YEAR! We hope also that you had a MERRY, MERRY CHRISTMAS!

—T. M. A.—

Mr. Wallace Edwards, of the Durham Ice Cream Company, states that he had such a big time at the convention at Wrightsville that he wishes the druggists would change the date of the next one from June to January.

—T. M. A.—

The writer saw **Mr. John K. Civil** some time ago. Mr. Civil represents the Norwich Pharmacal Co. in the western part of the State. He was looking fine and reported good business.

—T. M. A.—

Miss Alice Noble has been very courtecus and helpful to the T. M. A. during the past year and we all appreciate it. How about dropping by the JOURNAL offices when you are in Chapel Hill and expressing your appreciation!

—T. M. A.—

Mr. and Mrs. A. D. Pollard have moved their residence from Wake Forest to Raleigh. They are living at 407 W. Park Drive.

—T. M. A.—

"They Called Him 'The Butcher'"

"Once upon a time—this starts out like a fairy story, but it's really true—a young man got a job selling bonds. He had never sold bonds before, so he didn't know all the places bonds couldn't be sold.

"The first issue given him to sell was one for Armour & Company, the big Chicago packers. The new salesman furrowed his brow. Where in the world could he find a prospect for Armour securities?

—T. M. A.—

"It occurred to him that the people who really knew who Armour & Company were, were the butchers. They sold Armour's meat. Sure, they'd at least know who Armour's were!

"So he started down the street and called on all the butchers, one butcher after another. A surprising thing happened. The butchers were a bit bewildered, but most certainly pleased, when he explained his mission. There wasn't a man among them who had been called upon before by a bond salesman. Some of them thought he was direct from Armour & Company.

"In talking with these men the salesman discovered that many of them were thrifty Germans who had been saving over a period of years. Many had money to invest. A $1,000 bond was placed here, $5,000 there. Volume piled up. An amazed sales manager called in his man to find out what was going on. Then he heard the story of the scores of calls made on meat market proprietors—up one street and down the next.

"That was why the Chief and the other salesmen began calling the cub "The Butcher." Today this one-time salesman is the head of his own brokerage business.

This little story has been told because it embodies a thought that might be worth thousands of dollars to salesmen in other lines.

"During prosperity years perhaps we can afford to skim the cream of the business and let the little prospects, and their orders, go by. But not in these days. Nor can we afford to jump to the conclusion that "little" buyers never have big orders. The funny part of it is that sometimes they do.

"How many untapped sources of business are there in your territory which are untapped because you have always believed they weren't worth calling on?"

—T. M. A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Reminders for the Year 1932

Every Retail Druggist is Required by Law:

1. To register his drug store or pharmacy with the State Board of Pharmacy and obtain a permit to conduct same on or before January 1, 1932.

2. To renew his license as a pharmacist with the State Board of Pharmacy on or before January 1, 1932. (After March 1st a penalty of $5.00 must be paid.)

3. To keep his drug store permit, his certificate of registration, and his 1932 renewal license conspicuously displayed in the store at all times.

4. To keep three separate prescription files, namely: (a) A regular file, (b) a narcotic file, and (c) a venereal file.

5. To keep a record of all sales of "Hypnotic Drugs" dispensed at his store. (Effective March 21st, 1931; Public Laws, 1931, c. 162.)

6. To keep a Poison Register in which shall be recorded all sales of the so-called "Register Poisons."

7. To keep a complete and accurate record of all sales of exempted semi-narcotic preparations classed by Federal Law as "Exempt Preparations."

8. To keep record of all sales of proprietary remedies for venereal diseases, and make report of such sales weekly to the State Board of Health.

9. To pay to the State Commissioner of Revenue (Honorable A. J. Maxwell), Raleigh, N. C., the following privilege taxes on or before June 1, 1932: (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax, and such other privilege taxes for which he is liable.

10. To make a report to the Commissioner of Revenue within the first ten days of June 1932, showing his gross sales for the preceding six months, December 1, 1931 to June 1, 1932, and within the first ten days of December 1932, showing his gross sales from June 1, 1932 to December 1, 1932. For each six months' period he must pay the amount of tax due in accordance with the levy under the new Merchants License Tax Law when the report is filed. (Schedule E, Revenue Act 1931.)

11. To pay to the City or Town in which business is located at the time fixed for the payment thereof, the following privilege taxes: (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax, and also such other taxes as are legally imposed by the governing bodies of cities and towns.

12. To re-register with the U. S. Collector of Internal Revenue (Hon. Gilliam Grissom) Raleigh, N. C., on or before July 1, 1932, as a retail dealer in narcotic drugs and preparations thereof (Class 3 and Class 5); and to keep the certificate of such registration posted in his place of business at all times.

13. To renew his non-beverage alcohol permit with the Federal Prohibition Administrator, Richmond, Virginia; to obtain a permit to purchase from the administrator each time non-beverage alcohol is purchased; and, to keep a daily record of all alcohol used, rendering a report on or before the 10th day of each month showing the transactions of the preceding month, and

14. To file income tax returns and pay income taxes to both State and Federal Governments, if any is due, to pay personal and real property taxes, automobile taxes, and school taxes, at the time fixed by law for the payment of same.

MAY THE YEAR NINETEEN HUNDRED AND THIRTY-TWO BRING BOTH PROSPERITY AND HAPPINESS TO EVERY NORTH CAROLINA DRUGGIST

For 25 *years*

the LEADING

SURGICAL DRESSING POWDER

BECAUSE of its unique healing effect, B-F-I early established itself as the leading dressing powder.

It promotes healing, helps prevent infection, is soothing and astringent, and does not cake. Relieves blisters, chafing, cuts, tired and aching feet, insect bites, poison ivy and sunburn.

The profit side of the picture makes B-F-I (Bismuth-Formic-Iodide Compound, Mulford) an attractive proposition for the merchandising druggist. Ask the Sharp & Dohme representative.



IN SMALL *and* LARGE SIZES—25¢ *and* 75¢

SHARP & DOHME

Philadelphia • *Baltimore*

SECOND SESSION

SCHOOL SUPPLIES

Tablets - Pencils - Pen Holders

Pen Points - Inks

Mucilage

Box Paper - Rulers - Drawing Tablets

Drinking Cups - Erasers

Crayons - Chalk - Blackboard Erasers

Library Paste - Book Straps

THE BODEKER DRUG COMPANY

RICHMOND, VA.

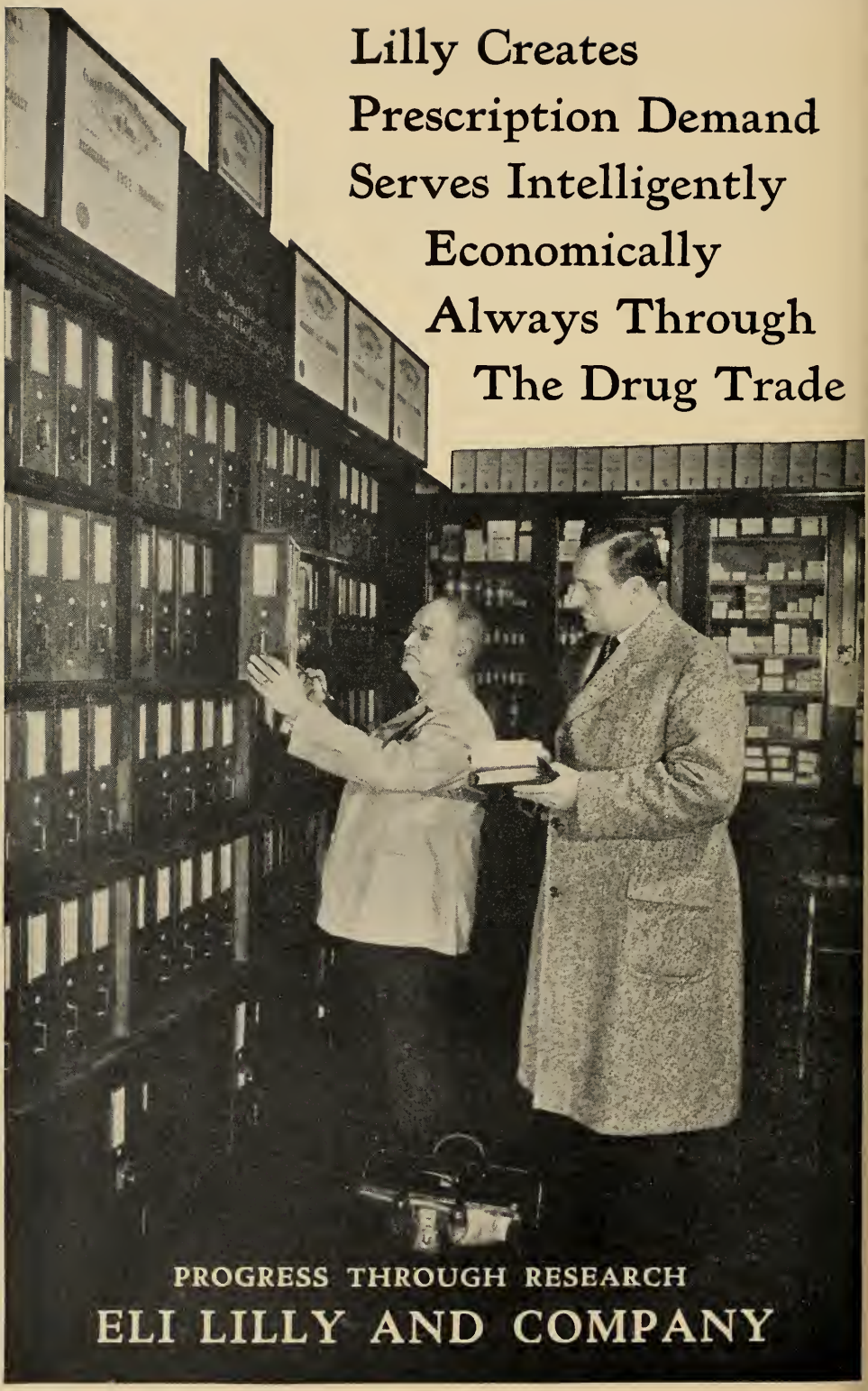
LET'S GO

Around the Corner
Prosperity
May Be There

SURE ENOUGH

Our Service
Will Help You
Make the Turn

The Bodeker Drug Company
Wholesale Druggists
Richmond, Va.


Lilly Creates
Prescription Demand
Serves Intelligently
Economically
Always Through
The Drug Trade
PROGRESS THROUGH RESEARCH
ELI LILLY AND COMPANY

Congress—Taxation—Sales Tax Proposed

As this is written, the 72nd Congress of the United States enters into its second week at Washington. Never before, perhaps, when the nation has been at peace has Congress been faced with more perplexing situations, calling for difficult decisions at one of the most difficult times in the history of our Government. Revenues have fallen far short of anticipated collections, thereby causing an unbalanced budget; millions of its people are on the list of the unemployed; these and many other unfavorable conditions have contributed to the present emergency.

During the first week of the session, President Hoover in a series of messages made his report on the "state of the nation" and set out his program for the solution of the problems. The various proposals made by the President fall into three groups, as summarized by Charles Merz in the *New York Times* of December 13, which follows:

(a) Those described as emergency measures, designed to meet special problems created by the depression. Included here are the President's proposal concerning taxation, the Emergency Reconstruction Corporation, amendment of the Federal Reserve Act, the establishment of home-loan banks, aid for the railways, economy in Federal expenditures, unemployment relief and farm relief.

(b) Those which bear upon our relations with foreign countries, including questions of co-operation with Europe, war debts, tariffs, armaments and the World Court.

(c) Those concerned with domestic problems independent of the depression, including anti-trust legislation, prohibition, power regulation and Muscle Shoals.

An outline of the proposals presented to Congress by the President is given by Mr. Merz, with a background of the points at issue and a summary of the arguments they have raised. First under the Emergency Plans is the question of taxation, which is of especial interest to JOURNAL readers.

Taxation

"'I recommend that Congress provide for an increase in taxation for a definite limited period and upon the general plan of taxation which existed under the revenue act of 1924, with such changes as may be appropriate in the light of altered conditions. . . . It is proposed that this increase shall be definitely terminated in two years from next July.'"

"The Background. The government's revenue for the fiscal year ending next June is estimated at $2,239,000,000. Its expenditures will be $4,362,000,000. Accordingly, it faces a deficit of $2,123,000,000, coming on top of a deficit of $903,000,000 for last year.

No possible economies effected at this session of Congress can change the government's position during 1931-32, since appropriations have already been authorized and Congress is now at work on the budget for the fiscal year which begins in July, 1932. For the immediate future, therefore, the alternatives are to continue borrowing at the present rate or to impose new taxes.

The plan which the President has offered would increase normal income tax rates from the present 1½, 3 and 5 per cent to 2, 4 and 6; reduce personal exemptions for married taxpayers from $3,500 to $2,500; replace the existing surtax of 20 per cent on income above $100,000 by a graded surtax rising from 37 per cent to 40; advance corporation taxes from 12 per cent to 12½; increase present taxes on estates, on stock transfers and on tobacco; establish a 2-cent stamp tax on bank checks and drafts; place a 5 to 10 cent impost on telephone, telegraph, cable and radio messages; increase amusement taxes; and put a sales tax on automobiles, tires and accessories, radios, &c.

How much additional revenue this program would yield is necessarily a matter of guesswork. The Treasury estimates, however, that it would add $390,000,000 during the next six months; that it would enable the government to balance its budget for 1932-33, except for the amount required

for retirement of the national debt, and to balance its books completely in 1933-34.

The Argument. In the President's opinion, it would be a mistake to impose taxes either substantially higher or substantially lower than those levied in the act of 1924. As he put it, "We must face a temporary increase in taxes. . . . To go further than these limits . . . will destroy confidence, denude commerce and industry of its resources, jeopardize the financial system and actually extend unemployment."

Exception to these views has been taken by several groups, which differ sharply in their own opinion of the best policy to follow at the present time. These groups include:

(1) Those who favor meeting the entire deficit by borrowing, on the theory that new taxes will inevitably handicap business and retard recovery from the depression. This group argues that inasmuch as the national debt has been reduced by $8,000,000,000 since the war, the government's finances can stand the strain of large deficits over a period of several years.

(2) Those who take precisely the opposite view, arguing that still higher taxes should be imposed in an effort to balance the budget without waiting until 1933-34. This group argues that continued borrowing will jeopardize the government's credit and points to the following passage in Secretary Mellon's report: "It must not be forgotten that the very ability of the government to borrow depends upon the conviction on the part of purchasers of government obligations that the proper relationship between expenditures and receipts will be maintained."

(3) Those who oppose the administration's program principally on the ground that it is retroactive; that is, that it would impose higher rates on income and profits already earned in 1931.

(4) Those who assert that the program places too large a tax on small incomes and too small a tax on large ones. Members of the Progressive group in Congress have proposed to restore the war-time surtax of from 48 to 65 per cent on incomes above $100,000.

(5) Those who oppose a sales tax on automobiles, radios, &c., on the ground that such taxes will discourage sales and further curtail the market for consumers' goods.

(6) Those who favor expanding these taxes on luxuries and semi-luxuries into a general tax upon all sales. Senator Reed of Pennsylvania has estimated that a tax of one-half of 1 per cent would net the government $2,000,000,000. The argument made in favor of such a tax is the certainty of large receipts. In opposition, it is argued that by taxing necessities as well as luxuries the government would place a heavy burden on people of small means."

It is understood that every member of the North Carolina delegation in Congress, together with both Senator Morrison and Senator Bailey, are opposed to the enactment of either form of the sales tax proposals, a general sales tax or a so-called luxury tax. However, with a badly disorganized Senate and a Democratic House for the first time since 1918, no one knows just what disposition will be made of the proposals before adjournment of this short Session of Congress. One thing appears certain, and that is millions and millions of additional revenue must be provided.

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

A Happy New Year

And once again it is our pleasant privilege to wish for readers of the JOURNAL a Happy New Year—three hundred and sixty-five days filled with health, happiness and worth-while achievement. It has given genuine pleasure to the editor of this section of the JOURNAL to serve the druggists of the State and members of the T. M. A. during 1931 and for several years previously. It is our sincere wish that throughout the New Year we may render a more helpful service; we hope that you will ask our assistance often.

General News Items

Mr. J. B. Allison, of Lancaster, S. C., recently licensed in this State by reciprocity, has accepted a position with Cline's Pharmacy in Concord.

The JOURNAL takes pleasure in announcing that **Mr. B. R. Ward.** of Andrews Cash Drug Store, of Goldsboro, has recently joined the N. C. P. A.

Mr. J. C. Foster, of Asheville, is now located with Goode's Drug Store in the Mountain City.

Mr. J. B. Connell, of Warren Plains, is making his home in Henderson where he is connected with Parker's Drug Store.

Mr. C. V. Knight, formerly with the Walgreen Drug Co. in Portsmouth, Va., is now located with the Cooper Drug Co., Twenty-Third and Jefferson Sts., Newport News, Va.

The following North Carolina druggists recently were registered in Virginia by reciprocity: Messrs. **W. C. Barnwell** and **C. P. Grinstead,** of Roanoke, Va.; **P. E. Kirkman,** of Pulaski, Va.; **C. A. Taylor,** of Rocky Mount, and **E. E. Merrill,** formerly of Southern Pines, but now with the Walgreen Drug Co., of Portsmouth, Va.

We understand that the stock and fixtures of the Denton Drug Co. in Newland have been moved to Bluff City, Tenn., where the proprietor, **Mr. Earl Denton,** has opened a drug store under the former name.

Professor H. M. Burlage, of the State University, delivered an address before the Boy Scout Executives, meeting in Chapel Hill on December 8-9. His subject was. "The Story of Modern Drugs."

We read with interest a most comprehensive article appearing in the *Stanly News and Press* by **Mr. W. Lee Moose,** of Albemarle, entitled, "National Pharmacy Week." The paper mentions the history of pharmacy from the mythological days and traces the prerequisite requirements in our own State. The writer then emphasizes the service modern pharmacy renders and calls attention to the observance of National Pharmacy Week.

Thieves recently broke into the Charles Drug Store in Aberdeen and stole a quantity of morphine, cocaine and other narcotics valued around $50.00. The robbery was discovered by the night policeman, who found the screen door in the rear of the store cut and a panel of glass removed.

The JOURNAL offices were delighted to receive visits recently from **Messrs. Henry T.** and **Harry Hicks,** and **W. A. Burwell,** of Raleigh, **M. J. Leimkuhler,** of Charlotte, and **Alf. F. Duckett,** of Durham.

Mr. E. P. Cahoon, of Columbia, who recently passed the State Board of Pharmacy examinations, is located with the Peoples Drug Store in Portsmouth, Va.

Mr. W. W. Carroll, of Cooper, is with the Fulghum Drug Co. in Kenly, and **Mr. L. M. McCombs, of Salisbury,** is located with the Toms Drug Co. in his home city. Both of these young men are recent graduates of the School of Pharmacy at the State University.

We recently received a JOURNAL subscription from **Mr. Phillip L. Thomas,** of Erwin, now representative of the Upjohn Co. in Pennsylvania. His address is P. O. Box 166, Bloomsburg, Pa.

Dean J. G. Beard, of the School of Pharmacy, attended the annual meeting of the National Drug Trade Conference held in Washington, D. C., on December 9 as a delegate from the American Association of Colleges of Pharmacy. Present also were delegates from eight other bodies and these together with visitors brought the total attendance to thirty. Dean Beard made the trip by plane from Raleigh taking advantage of the round trip rate offered by the Eastern Transport Co., a rate that is slightly less than railroad and Pullman fares.

All Around the State

M. J. Leimkuhler, *Reporter*

Friends will regret to learn that **Mr. W. G. Cousins,** of Charlotte, fell and broke his elbow on October 24. He is getting along in good shape and the cast will probably be removed this coming week. Mr. Cousins has been connected with the Cootes Pharmacy in Norfolk, Va., for the past several months.

Mr. T. A. Walker, of Charlotte, has returned to his home after undergoing an operation at the Presbyterian Hospital.

Mr. T. W. Gordon, of Hillsboro, who graduated from the State University School of Pharmacy last June, is now with the Economy Drug Store in High Point.

Mr. C. B. Rhineheardt, formerly with Scruggs Drug Store, of Asheville is now associated with the prescription department of the Pearl Drug Co. in Concord.

Officers-Elect of the A. Ph. A. for 1932-33

The Board of Canvassers of the American Pharmaceutical Association, composed of **Messrs. C. B. Allison, Sam P. Harbin,** and **John B. Ray,** all of Texas, has announced as the result of the mail ballot for officers of the Association, the election of the following: President, **W. Bruce Philip,** San Francisco, California, now of Washington, D. C.; First Vice-President, **Rowland Jones,** Gettysburg, S. D.; Second Vice-President, **G. H. Frommet,** Miami, Fla.; Members of the Council (for three years), **J. H. Beal,** Camp Walton, Fla., **C. H. LaWall,** Philadelphia, Pa., **C. E. Caspari,** St. Louis, Mo. These officers will be installed at the next annual meeting of the Association which will be held in the Royal York Hotel, Toronto, Canada, during the week of August 22-27, 1932, and which will be a joint meeting with the Canadian Pharmaceutical Association.

Norwich Honor Men to Visit Chicago World's Fair

The details of a new sales contest were announced to Norwich representatives by the five divisional sales managers at the year-end meetings held between Christmas and New Year's. The three winning men and their wives will be rewarded by a free trip to Chicago (all expenses paid) where they will enjoy the International Exposition for a week during the summer of 1933.

Lilly Organization Changes

Effective January 1st, **Mr. Edward Zink,** manager of the eastern division of Eli Lilly and Company, will take up his duties at the home office of the company at Indianapolis in the capacity of general sales manager. Mr. Zink has been connected with the Red Lilly for thirty-four years and has been a director of the company since 1928. Members of the N. C. P. A. remember him most pleasantly at the New York meeting in 1925 as he served on the local committee on entertainment and was untiring in his efforts to make the druggists stay in Gotham pleasant. His many North Carolina friends congratulate him on his promotion and wish for him every success in the new position. Succeeding Mr. Zink as manager of the Eastern Division is **Mr. James F. Hayes,** also a veteran of many years in the Lilly organization. **Mr. A. H. Fiske,** assistant manager of the Pacific Coast Division of the company has been made manager of the division, succeeding **Mr. Wm. McGibbon** who will devote all his time to the North-

western Division with headquarters in Chicago.

New Head for the Peabody Drug Co.

Mr. Alf F. Duckett, prominent Raleigh business man, and representative of the Burroughs Adding Machine company in the Durham territory for many years, has formed a connection with the Peabody Drug Co. in Durham as vice-president and general manager. **Mr. Chas. H. Stephenson**, of Raleigh, is president of the company, and



ALF F. DUCKETT

Mr. M. Virgil Barker, of Durham, secretary-treasurer. The drug business is not a new field for Mr. Duckett as he was associated with the W. H. King Drug Co. for more than seven years, prior to his connection with the Burroughs Adding Machine Co. fourteen years ago. Mr. Duckett took a prominent part in the civic affairs of Raleigh. He was a member of the Kiwanis Club, a Mason, and a director of the Carolina Country Club. He has many friends among the druggists of the State who are glad to learn that he is again connected with the drug business.

The Top of the List Always

When we see the automobile with license number one we know that it belongs to the Governor of the commonwealth of North Carolina. Number one always signifies the top of the list; it is a synonym for the "best there is." The drug store of H. R. Horne and Sons of Fayetteville has telephone number 1. (What wouldn't a taxicab company in New York give for this telephone number!) Way back in 1888, or perhaps a little earlier, a Mr. Hawkins arranged for a telephone exchange in Fayetteville, consisting of about twenty-five phones. **Mr. H. R. Horne's** drug store was one of the best known firms in the town and the meeting place of the citizens. Mr. Hawkins, therefore, gave the pharmacy the first telephone and the number "One," which the store has kept ever since. This firm was organized in 1865 and has always been a byword for the best of everything in North Carolina pharmacy.

DISPENSING

(Continued from Page 136)

allowances for expensive ingredients. Ointments carry the same price as liquid prescriptions; that is, 50c for 1 oz.; 75c for 2 oz.; and so on. On package medicines that are prescribed by the physician, such as Citrocarbonate, etc., we add 25c above the usual retail price to cover expense of removing the label and relabeling.

We have found that these prices are generally acceptable to the trade, when the expensive prescriptions, as Efedrine Inhalenat, are accompanied with an explanation as to why they are so expensive.

In dispensing a prescription to an uneducated or illiterate customer we always give him or her a verbal explanation of the directions and this is nearly always appreciated.

We have found that the greatest asset to our prescription department is the prompt filling of prescriptions. We realize that when a person has sickness in the family he is anxious to get his medicine and get home to his loved ones. A delay that may seem trivial to us seems like hours to other persons. We have often had customers to tell us that they like Mr. So & So, but they have us fill their prescriptions because we fill them so much more promptly.

Another important feature is the physical appearance of the prescription. We always insist that the prescription be dispensed in

as neat a condition as possible. The label must be straight, and in the case of hand-made pills or suppositories all must be of uniform size. The package should be neatly wrapped and tied with a string or in the case of very small package sealed with a rubber band. More care must be taken with a refill. A soiled pill or capsule box is always replaced with a new one. In the case of liquid prescriptions the bottles are always washed and if the label is soiled it is replaced with a new one and in most cases a new cork is inserted.

There are some drug stores that refuse to use the old bottle on a refill and always furnish a new one. We have always considered this a needless expense and unless there is some special reason for not using it we always use the old bottle.

The building, maintaining, and profitable operation of a prescription department we lieve resolves itself into five important factors which are as follows, not in the order of their importance for they are all equally important:

First. Proper Advertising.

Second. Maintaining a cordial relationship with the doctors and refraining as far as possible from counter prescribing.

Third. The economical filling of prescriptions—The giving of the proper medicaments to the patient and a fair profit for the store being taken into consideration.

Fourth. The prompt filling and delivery of prescriptions. This is of prime importance.

Fifth. Neatness. These are the five cardinal principles which we have inculcated in our prescription department for the past seven years, and while our prescription business is far from being the largest the results have been very gratifying to us both in a financial way and in the amount of appreciation we have received from our customers.

Southern Dairies
ORCHESTRA
with SALLY SOTHERN
16 Stations—Tuesdays and Fridays
Dealers tell us this program is selling
Southern Dairies
ICE CREAM

CASH IN

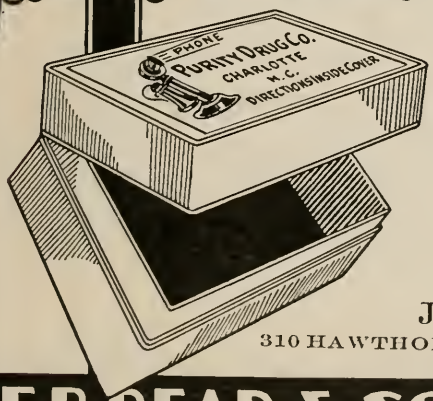
ON IT!

Capudine newspaper advertising—appearing week in and week out—in the leading newspapers of North Carolina, plus the "Capudine Soothers", a radio program of delightful entertainment reaching consumers twice every week from Raleigh Station WPTF. and Charlotte Station WBT are building druggists sales day by day to greater volume. Feature Capudine in your store and cash in on this advertising.

Write for our new and very striking looking window displays and counter easels—in 8 colors, free, sent postpaid.

Capudine Chemical Co.
Raleigh, N. C.

LABELS · Rx Blanks · BOXES
PRINTED & LITHOGRAPHED
PILL & POWDER HINGED OR PLAIN



HINGED BOXES

WILL MAKE YOUR CAREFULLY COMPOUNDED PRESCRIPTIONS "LOOK THE PART" PRICED SO LOW EVERY DRUGGIST CAN USE THEM. GET OUR LATEST SAMPLES AND PRICES

J. G. BARNETTE
310 HAWTHORNE LANE CHARLOTTE, N. C.

E.B. READ & SON CO. BALTIMORE MD.



This Speaks For Itself

Muth Brothers & Company

IMPORTING AND WHOLESALE DRUGGISTS

Drugs, Chemicals, Druggists' Fancy Goods and Specialties

Foreign and Domestic Botanical Drugs
Medicinal Roots, Herbs, Barks, Gum and Oils

23 and 25 S. Charles Street — Baltimore, Md.

Mail Orders for
Norwich Pharmacal Co. Products
Will be appreciated by

John K. Civil
Charlotte, N. C.
Box 52, Elizabeth Station

S. L. Hubbard
Box 270
Reidsville, N. C.

Norris Exquisite Candies
Norris Chocolate Syrup
Norris Salted Nuts

MEIER'S

"The Juice of the Grape"

GRAPE JUICE

SELL MORE GRAPE JUICE THIS YEAR AT THE FOUNTAIN AND IN BOTTLES

MEIER'S made from the cold process, retaining the natural delicious flavor of the Concord Grape. It has that fresh tart taste that wins and holds friends wherever it is sold.

AND YET IT COSTS NO MORE THAN SOME NOT QUITE SO GOOD

If you are not now using and selling MEIER'S, try a case or drop shipment of five cases on our guarantee. There is none better—here is the price:



4 oz., 72 to Case	$5.40 Case
Pts., 24 to Case	5.25 Case
Qts., 12 to Case	5.00 Case
1-2 Gls., 6 to Case	4.75 Case

Less 10%—5 Case Drop Shipments. Freight allowed.

Order from your Jobber or write

United Sales & Distributing Co.

Southern Representatives

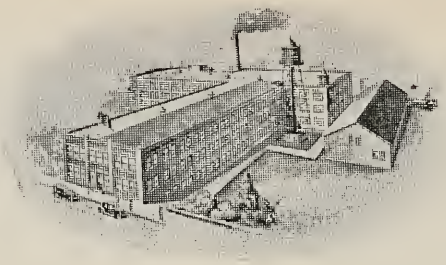
Raleigh, North Carolina



MEMBER T·M·A· OF THE N.C.P.A.

The John C. Meier Grape Juice Company

Silverton, Cincinnati, Ohio



The world's largest drug label and box factory.
Pictorial Prescription Boxes and Labels are standard equipment in the Country's Largest and Best Drug Stores.

New samples and prices on request.

PICTORIAL PAPER PACKAGE CORPORATION
Aurora, Ill. New York, N. Y.

Southeastern representative

M. J. LEIMKUHLER
P. O. Box 1001 Charlotte, N. C.



EPHEDROL

WITH ETHYLMORPHINE HYDROCHLORIDE*

A distinctive, palatable, and effective cough remedy developed in the pharmacologic laboratories of Eli Lilly and Company.

Ephedrol combines the antispasmodic property of Ephedrine with the anodyne and expectorant qualities of Ethylmorphine Hydrochloride, Potassium Guaiacol Sulphonate, Squill, Tolu, and Menthol.

Supplied in Pint and Gallon Bottles.

The Peabody Drug Company
Durham, North Carolina

* Exempt Narcotic

A HAPPY
and
PROSPEROUS
NEW YEAR

LET'S WORK TOGETHER
AND GET RESULTS
DURING

1932

Justice Drug Company
North Carolina Service Wholesaler
Greensboro, N. C.

Two high-quality products with an all-year-round sale—

CARDUI

Thedford's

BLACK-DRAUGHT

They are medicines worth pushing by any druggist.

THE CHATTANOOGA MEDICINE CO.,
CHATTANOOGA, TENN.

Don't Discard Your Life-Preserver

Now, more than ever before, every careful Retail Druggist will make certain of the **Safety** of his Fire Insurance—**and that he has enough of the right kind.**

He will have only strong **Capital Stock protection**—

He will obtain that Capital Stock Security at the most economical cost—

He will avoid every Company which writes excessive amounts on any risk.

Our Policyholders have satisfied themselves that our Company offers the best Fire Insurance buy open to a Retail Druggist.

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY
American Bldg. Cincinnati, Ohio

We have more than two million dollars in Capital, Surplus and Reserves for the protection of our policyholders.

Worthwhile Premium Savings

Specialist Drug Store Adjusters

Some of our State Agents

N. F. Reiner
250 Kimberly Ave.
Asheville, N. C.

A. A. Coleman
Greenwood,
S. C.



Bromo-Seltzer Dispenser

Used at Fountains Will Yield Approximately

SIXTY-FIVE DOSES

From Each Bottle

Dispensing Size Bromo-Seltzer

No Waste Correct Dose

Larger Profits

Dispensers Supplied Trade Gratis

EMERSON DRUG COMPANY

BALTIMORE, MD.

Chicago Los Angeles New York
San Francisco New Orleans Toronto

DANISH OINTMENT

(Tilden)

The approved 24-hour treatment for

SCABIES

Price per pound $1.28. Per dozen 2-oz. jars $3.00.

A trial will convince you

(Physicians' sample free upon request)

New Lebanon, N. Y. **THE TILDEN COMPANY** St. Louis, Mo.

Pharmaceutical Chemists since 1848

The S. E. Massengill Co.

Manufacturing Pharmacists,

Bristol, Tenn.-Va.

Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules, Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc. The oldest and largest pharmaceutical manufacturers in the Southern States. Write for Catalog.

Branches

Kansas City, Mo. New York, N. Y.



A Consistent Profit Item

Have you checked up recently on the various products whose sales are "holding up" these days? Do so—and you'll find STANBACK right at the top of the list! STANBACK keeps right on paying you, first, because STANBACK advertising is "keeping on" and second, because of the unfailing "repeat" demand.

STANBACK COMPANY

SALISBURY, N. C.

UNGUENTINE

RECOMMENDED FOR CUTS AS WELL AS FOR BURNS



Nation-wide newspaper and radio campaign stresses germ-killing and pain-relieving action of Unguentine . . .

Always a steady seller, backed by the Norwich platform of square dealing, Unguentine now features its fast repeat uses—the all-purpose antiseptic in soothing ointment form, *for cuts as well as burns.*

Authoritative medical and laboratory evidence of complete antiseptic effectiveness supports the campaign—the biggest and most far-reaching ever undertaken for this always well-advertised product.



NEWSPAPERS AND RADIO . . . Hundreds of newspapers all over the U. S. and Canada will carry a barrage of Unguentine ads—giving you powerful localized effect in your home city. More than 20 radio stations, covering the whole U. S., will broadcast the Unguentine uses—Swell, entertaining programs full of good music and fast fun.

DISPLAYS . . . You can obtain Unguentine window displays and radio tie-ups from any Norwich representative, or by writing to us direct.

The NORWICH PHARMACAL COMPANY,
NORWICH, N. Y.

1931-1932

As The Old Year Goes Out —

We pause to think, "Who has made it possible for us to continue our business through the past year?"

The answer comes back to us at once, "It is YOU, our Customers and Friends", and we want to thank you for your business.

As The New Year Comes In —

We want you to pause and think, "My business is appreciated by W. H. King Drug Company and I shall continue to patronize them in 1932."

We solicit your patronage and assure you of Service, Quality, and Courtesy from both our HOUSE and our SALESMEN.



W. H. King Drug Company

Wholesale Druggists

Raleigh, N. C.

"The House of Friendly Service"

THE SEEMAN PRINTERY, DURHAM, N. C.

VOL. XIII No. 6

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

FEBRUARY, 1932



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing.

We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

THE GEORGIA SHOW CASE COMPANY
MONTGOMERY, ALABAMA
Designers and Manufacturers of High Class Store, Bank and Office Fixtures
Wire or call us collect
Representative
Vance Apartment No. 1 O. T. WOOD Greensboro, N. C.

PROSPERITY IS INEVITABLE

We firmly believe that the money spending public is on the verge of a healthy period of expenditure and investment.

And in order to meet the tidal wave of demand, the merchant must be ready with new equipment, efficiently planned and installed.

No half-measures nor makeshifts will answer, as this generation of money spenders is schooled to only the best.



Built by GREEN

ROBERT M. GREEN & SONS

Soda Fountain Pioneers **Established 1874**

THE WORLD'S BEST SODA FOUNTAINS

PHILADELPHIA

Chapman Drug Co.
Knoxville, Tenn.

W. H. King Drug Co.
Raleigh, N. C.

E. W. Oliver
P. O. Box 1164
Greensboro, N. C.

Announcing

★ PARKE-DAVIS
HALIVER OIL
WITH
VIOSTEROL - 250 D ★

Sixty Times the Vitamin A Potency of Cod-Liver Oil

This new product is the result of a recent discovery that oil obtainable from halibut livers by special methods of extraction contains far more Vitamin A and Vitamin D than does cod-liver oil.

Parke-Davis Haliver Oil with Viosterol 250-D, is a combination of halibut liver oil with irradiated ergosterol, the proportions so adjusted as to make the Vitamin A content **sixty times** that of standardized cod-liver oil, and its Vitamin D potency that of Viosterol 250-D.

1 minim equals 1 teaspoonful of cod-liver oil

Packages: 5 cc. vial, with dropper
3 minim capsules, 25 in package

Be in position to assure physicians that you can fill prescriptions for this new product.

PARKE, DAVIS & CO.

The World's Largest Makers of Pharmaceutical and Biological Products

M. J. Leimkuhler

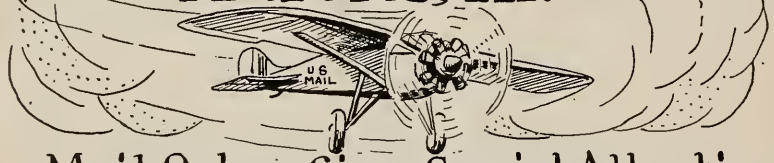
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CHARLOTTE, N. C.

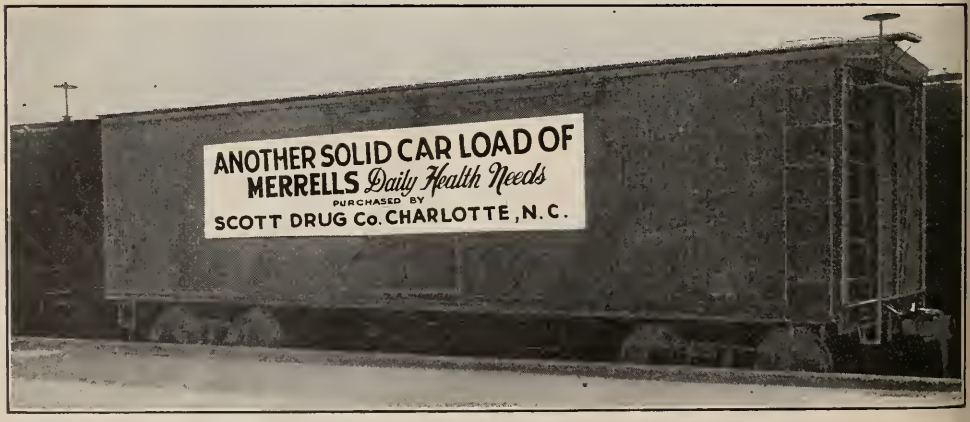
Southeastern Representative

Pictorial Paper Package Corp.

Aurora, Ill.



Mail Orders Given Special Attention



This Speaks For Itself

For 25 *years*

the LEADING

SURGICAL DRESSING POWDER

BECAUSE of its unique healing effect, B-F-I early established itself as the leading dressing powder.

It promotes healing, helps prevent infection, is soothing and astringent, and does not cake. Relieves blisters, chafing, cuts, tired and aching feet, insect bites, poison ivy and sunburn.

The profit side of the picture makes B-F-I (Bismuth-Formic-Iodide Compound, Mulford) an attractive proposition for the merchandising druggist. Ask the Sharp & Dohme representative.



IN SMALL *and* LARGE SIZES—25¢ *and* 75¢

SHARP & DOHME

Philadelphia • Baltimore

UNGUENTINE

ADVERTISES ITS FAST REPEAT FEATURES



Germ-killing and pain-relieving action of Unguentine featured for Cuts as well as Burns.

Unguentine Advertising is now appearing in the newspapers and being broadcast over the radio—selling, selling, selling the hundred-and-one uses of Unguentine—the all-purpose antiseptic in soothing ointment form.

Fast Repeats—Quick Turnover—More Sales and Greater Profits—*these* are our goals—and *yours*. Recommend Unguentine for Cuts, Burns and Skin Irritations. There's extra business in it for us all!



ON THE RADIO

Supplementing a steady stream of advertising in over 300 newspapers, about 25 radio stations are now filling the air spaces with the rollicking fun and clever songs of The Unguentine Entertainers—Scrapiy Lambert, Frankie Burns and Nat Brusiloff's Novelty Orchestra. Every newspaper ad—every radio program—sells the varied Unguentine uses. Tune in on your cash register!

The NORWICH PHARMACAL CO.,
NORWICH, N. Y.

Norwich

Norwich

NORFORMS

THE LEADING SELLER FOR FEMININE HYGIENE

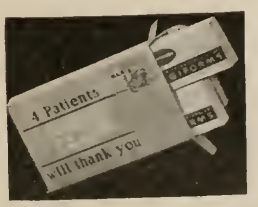




Public response to the Norwich form of feminine hygiene has been enthusiastic

Norforms Advertising is now appearing in more magazines, more often—and in more newspapers in more places than ever before. *You'll feel it!*

The feminine public, in revolt against needlessly ugly, awkward and dangerous methods of achieving inner cleanliness, welcomed Norforms—*"the ideal formula in the ideal form." Feature Norforms!* There's steady, profitable business in them.



PHYSICIANS SAMPLED!

Your local doctors know all about Norforms (known to physicians as Vagiforms). They have prescribed the product for nearly 20 years. And we are constantly sampling the medical profession—continually keeping the doctors interest alive—by extensive, direct advertising. You'll feel it more and more every day! *Feature Norforms!*

The NORWICH PHARMACAL CO.,
NORWICH, N. Y.

Norwich

Norwich

Sell and Guarantee

Dr. David's Sanative Wash

For Fifty Years a Success

Order from your Jobber

OWENS & MINOR DRUG CO.
Incorporated
Richmond, Virginia

DISTINCTIVE



DIXIES are built with a painstaking care to please every demand. With immaculate white or one of the delicate colors they are dainty enough for feminine discrimination — yet so sturdily constructed they withstand unusual use. Accept no substitutes.

GARLAND C. NORRIS & COMPANY
Selling Agents For North Carolina
Raleigh, North Carolina

Member
T. M. A.
N. C. P. A.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, June 21-23 with The Hotel Sheraton as Convention Headquarters.

The summer examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, June 14, 1932.



JOHN POTERFIELD STEDMAN

1854-1914

Charter Member of the North Carolina Pharmaceutical Association, a Member of Many Important Committees, and President of the Organization in 1897-98

(See also page 155)

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Operating Costs and Profits in Small Drug Stores

The average drug store in North Carolina has annual sales approximating $25,000. (In prosperous times the amount is nearer $30,000.) The Druggists' Research Bureau has made a recent study of operating costs and profits in 109 typical stores with such a volume of business as this and has found the following results:

	Cities under 5,000	Cities 5,000 to 25,000	Cities 25,000 to 100,000
Sales	100%	100%	100%
Cost of goods sold	67	65	64
Gross margin or profit	33	35	36
Total operating costs	24	26	28
Salaries, including proprietor's	16	16	17
Rent	2	4	4
Other expenses	6	6	7
Net profit	9	9	8
Annual turnover	3	3	4

Examine the table above to see if your store is in better or worse condition than the average group studied. Cost of goods sold, the second figure shown in the table, is arrived at as follows: Add to the inventory total at the beginning of the year the cost of goods bought during the year and subtract from this amount the inventory figures at the end of the year and the result is the cost of goods sold. (Remember it is not the cost of goods *bought*, but the cost of goods *sold*.) If this cost is then divided by the amount of the annual net sales you have the percentage cost. If this per cent. is above 67 it indicates poor buying and lesser profit; if it is below 64 it means skillful buying and larger profit. The percentage operating costs are, of course, determined by dividing total expenses for the year by total sales. Any figure less than 23 is unusual if every item of cost is considered and anything over 28 is highly dangerous to profits. Turnover is seen when the average annual inventory is divided *into* the cost of goods sold.

Ye Olde Apothecary Shoppe

The School of Pharmacy at Chapel Hill has in its building a room set aside as a museum. In it are displayed things that are of interest to pharmacists. It is now proposed to add, if possible, an old time apothecary shop that will show the fixtures, appliances, and containers that were used in drug stores of former eras. This plan will succeed only through gifts since the School's money is necessarily and rightly employed solely for instruction purposes. The School, therefore, would like to ask for any sort of item that had a place in any old store. It wants old books on pharmacy and its related subjects; colored show bottles; old shelf ware, mortars, balances; old prescription books or files; jars, cans or other old fashioned containers; a prescription case; an old cash drawer or even early type cash register; anything, in other words, that belongs to a former day. These gifts will belong to the University, will be exhibited permanently, will have a tag on them showing the donor's name and date of gift, and will be interesting alike to pharmacists and laymen. Nowhere else in the State is such a plan in effect. It is an effort to perpetuate the memory of a form of practice that stirs the sentiment of every true pharmacist and it is hoped that sufficient interest will be shown in the project to make the undertaking successful.

The Relation of Store Location to Sales

Mr. S. K. Hargis has an article in the January *Druggists Circular* in which he points out seven factors that should be considered in locating a store. We take the liberty of drawing on parts of his article for the information of our readers. Here are the factors arranged by Mr. Hargis, together with the percentage effect on sales that each exercises.

A. The best location is on a right hand corner in the direction from which most customers emanate. 7%

B. Motorist customers will not cross to the left through heavy traffic. 4%

C. People do not stop to buy in rapidly-moving traffic. 11%

D. It is important to be on the one certain side of the street if you are depending for trade upon an important destination. 26%

E. Endeavor to foresee street changes which may mean frequent temporary or permanent detours.

F. Inside stores require more frontage than corner stores. 9%

G. Store front and entrance exposure to wind, snow and rain affect retail sales, 5%

According to their effect upon sales these factors are arranged below in the order of their importance.

D = 26%; C = 11%; F = 9%; A = 7%; G = 5%; B = 4%.

His advice can be summarized somewhat in this fashion:

Place your trap where the flies are thickest. But be where the flies can light.

Heavy traffic may be a hindrance.

Be on the protected side of the street—customers walk where they get least wind and wetness.

A store in the middle of a block should have a wider frontage than a corner store.

Study city hall records, consult realtors, to get familiar with locality development, street changes, etc.

Mr. Lamm Suggests

The following letter is self-explanatory. It was written by Mr. L. M. Lamm, of the drug firm of Turnmyre and Lamm, in Mount Airy, N. C., and we are glad to publish it. We wish other of our readers would comment on Mr. Amber's letter, or on Mr. Lamm's letter for that matter. The editors would like for the JOURNAL to be a sort of open forum for the discussion of any matters that affect the drug business in North Carolina. We will gladly publish all letters sent in.

Mount Airy, N. C.,
January 6, 1932.

The Carolina Journal of Pharmacy,
Chapel Hill, N. C.

Gentlemen:

Regarding the letter of Sam Amber that you published in last month's issue I would like to make the following comment:

I think that Sam got in Pharmacy as I did in the changing era. Like a sled anything goes down hill fine with very little effort, but it takes work and power to get it back to the top. Personally I think that we have Pharmacy on the up-grade, but a long ways from the top because we rode down a long hill.

As Dean Howell used to say, "a little knowledge is a dangerous thing." We pharmacists do not have enough knowledge of all the branches of medicine that should come in the pharmacist's work. A druggist with ninety days in a pharmacy school does not have sufficient knowledge for a pharmacist's work now. Even with two years in college he will not have enough knowledge for his work ten years from now. I think that the pharmacy schools with proper courses and time enough to train the students will help more than anything else to elevate pharmacy to where it used to be at the very top of the hill.

Why cannot a pharmacist be a chemist, a pharmacist, a bacteriologist, an X-ray expert, a laboratory technician, all in one? Is there not more profit in a blood count than in a pile of sandwiches? A Wasserman test is always good for $5.00 or $10.00. With a good microscope and proper knowledge I am sure I could make more money than I do at the soda fountain. I am sure that a pharmacist trained and equipped to do all the laboratory work that a busy doctor does not have time to do would get full co-operation from the doctor. A pharmacy college could teach all these branches of pharmacy and a good student could make himself com-

petent to do all this work in from four to six years, which is little enough time for any one to train for life work in a scientific field.

What I think pharmacy needs most at the present time is Better Trained Pharmacists and Fewer Drug Stores.

Respectfully yours,
(Signed) L. M. LAMM.

"Talking Scales" Make Appearance in England

"Talking" scales which announce a person's weight by means of a deep voice in addition to the well-known indicating hand is one of the latest automatic devices introduced to the British public, according to a report received in the Commerce Department from its office in London.

The user steps upon the scale platform and drops his penny in the slot. The hand swings around to the proper weight and a deep but distinct voice states the figure arrived at. This is accomplished by means of a large phonograph record upon which a flexible arm rests after the weight has been found, the hand and the sound box being coupled together.

Label "Varnish" and a Good Cement

A cheap, easily made, and satisfactory lacquer and general cement may be prepared by dissolving the pyroxylin handles of discarded tooth brushes in acetone. One handle is broken up, placed in about three (3) fluid ounces of acetone, and in a short while a colorless solution results no matter what the color of the handle used. The solution should be of the consistence of glycerin. This solution is not only good for painting on labels to protect them from water or soiling, but it can be used for sealing bottles against moisture, or as a library paste which does not wrinkle paper, or to cement pieces of glass together. The container should be kept securely closed with a rubber stopper when not in use.

Medicinal Spirits Legislation

Mr. E. C. Brokmeyer, formerly counsel for the N. A. R. D. and now attorney for the Federal Wholesale Druggists Association, writes as follows in his weekly news letter:

"It is expected that a hearing will soon begin before a subcommittee of the Senate Judiciary Committee on bills changing existing law so as to remove restrictions on the prescribing and dispensing of spirits for medicinal purposes, as recommended by the Wickersham Commission. The Hawes bills remove the present limitation of 100 prescriptions to a physician in 90 days and 1 pint in 10 days to a single patient. Congress has designated the retail druggist as the only agency through which the public might lawfully obtain medicinal spirits, but has so restricted him and doctors that rendering this service to the public has been unsatisfactory and unprofitable, as well as dangerous at times. Medicinal spirits are less than 1 per cent of the total consumption of liquor in this country, according to Director of Prohibition Woodcock's latest estimate. Penalizing the licensed traffic has promoted the unlicensed. It is easier, safer and far more profitable to make and sell liquor without a permit than with one."

If such legislation as this is enacted we shudder to think of what some physicians will do when they may write unlimited numbers of prescriptions for whisky. If many of them do not abuse their new privilege we will be surprised because the money temptation will be a terrible one to resist. It may be well to liberalize somewhat the present rules regulating medicinal whisky and its legitimate sale, but to remove all restrictions, as is now proposed, would be unwise in every way. We fail to see how lifting all limits on prescription whisky will have much effect on bootlegging traffic. If Director Woodcock is correct in saying that only 1 per cent. of the total consumption of liquor in this country is due to prescription sales, the latter could be doubled or quintupled with very little effect on the supply, demand, and price of whisky. There are perhaps a few sorts of illnesses for which whisky is good treatment, but in the vast majority of cases there are acceptable substitutes for it, and we believe that too high a price is paid when in order to meet the actual needs of therapeutics, machinery is set in motion to remove all restrictions upon the writing of whisky prescriptions.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T. M. A.—

Well, fellows, we are starting out on the second month of the year with better spirits than we did the first month. Conditions were not as bad as we thought and we are beginning to realize that there is business somewhere for some one. Let's put on our "fighting clothes" and go out and get it.

—T. M. A.—

The T. M. A. membership fee is now due. So mail your check for $10.00 to the Secretary at once. We want to get off to a flying start this year. You can assist the T. M. A. materially by attending to this matter now.

—T. M. A.—

We had a total of eighty members during the year of 1931 and we are hoping to have one hundred members during 1932. Get busy and send in a new membership. We are expecting each member to get at least one new member during the year. Don't wait any longer to do this. Start early!

—T. M. A.—

Alf F. Duckett, Vice-President and Manager of the Peabody Drug Co., of Durham, has the honor of being the first new member of the T. M. A. this year. Alf handed the Secretary his application blank on January 7. We are glad to have him with us and know that he will make us a very active member. We are looking for great things from him.

—T. M. A.—

Mr. and Mrs. W. McElveen, better known as Doc and Jeanette, spent a few days in New York during the holidays. They attended a meeting of the Nyal salesmen. They report that they left everything just as they found it in the big city.

—T. M. A.—

A. Dewey Pollard attended the sales convention for this district of Stephen F. Whitman and Son, which was held in Asheville in late December.

—T. M. A.—

Information has come to us that **Sterling Hubbard,** who represented the Norris Candy Co. in this territory for so many years, has been transferred to Texas. Mrs. Hubbard, who spent the holidays with her mother in New York City, met Mr. Hubbard in Greensboro on New Year's Day, and they started on their way by motor to Texas. **Foster L. Bundy** asked Sterling where he would make his headquarters and he said in his Chevrolet. He will always receive mail sent in care of his company in Atlanta, Ga. Mr. Hubbard was very popular with the trade and was a very active member of the T. M. A. Mrs. Hubbard's smile and word of good cheer will be missed. We regret that you had to leave us—we wish you good luck in your new field!

—T. M. A.—

George Clark, who is working Canada Dry in Florida during the winter months, remembered members of the T. M. A. with Christmas cards. Thanks, George! We appreciate the cards and hurry back to North Carolina. —T. M. A.—

The writer "bumped into" **Allan Cross** in Greensboro the second week in January. Allan is President of the T. M. A. in Virginia and, of course, we had lots of things in common to discuss. —T. M. A.—

Foster L. Bundy and **John K. Civil,** of Norwich fame, attended the sales meeting held by their company in New York during the holidays. Both reported having an enjoyable trip. Mr. Bundy stated that all the white lights were still burning when he left.

—T. M. A.—

Fellows, let's start talking about the convention! Talk about it everywhere you go! High Point is a live, wide-awake town and will give the Association a royal time. **Coke Cecil** will give us some interesting and valuable information in the next issue of the JOURNAL.

—T. M. A.—

LEGAL SECTION

Frederick O. Bowman, LL.B., *Editor* Chapel Hill, N. C.

Danger of Special Session Looms as Revenues Show Sharp Decline

With the State's revenues falling far short of anticipated collections under the levies provided by the Revenue Act of 1931, the probability of a Special Session of the General Assembly becomes more likely. Whether a special session is necessary to meet the situation will not be decided until after income taxes are paid in March. A special session at this time, the Governor has said, would mean the danger of going through the process of balancing the budget and adjourning to discover "that our calculations had left us again with an unbalanced budget if income taxes show a drastic decrease". In view of the fact that business conditions last year were worse than during any year certainly since before the World War, we may hardly expect income taxes to produce the revenue they have been producing during recent years.

In the meantime, Governor Gardner has placed the State on a cash basis program to meet its financial crisis. In a radio address on January 14th, the Governor told the people of the State of his program and outlined plans for the most drastic economies. Previously on the same day, departmental chiefs and institutional heads had pledged their co-operation in effectuating the thirty per cent cut in appropriations. The Governor is determined that the State shall spend no more than its revenues. The budget must balance. His plan also provides that no more roads and highways will be built while the situation is so critical, and that the proceeds of the $400,000.00 bond issue for a new State prison will not be spent now. These funds will be held to constitute reserves for the general fund of the State. The Governor had the following to say with respect to a Special Session:

"After we have accomplished all these economies in operations, and after we have ascertained the maximum of revenues to be collected, it will then be time enough to give thought to the question of whether the preservation of the State's credit demands the calling of a special session of the General Assembly. What I mean to say that whatever is necessary to protect the credit of the State—no matter what it involves—will be done. Everything I say here is subject to this amendment. I would resort to the full power of this office to do anything and everything that is necessary to prevent the State from defaulting in its obligations. And I take this occasion to say that no such calamity shall befall North Carolina. The character and the credit of this State shall be preserved at all hazards. And I want to say further as a fact that cannot be controverted: This State cannot continue beyond the period of this storm to operate on a deficit, that is, borrowed money. My entire economic thinking has been to lay the foundation upon which we may safely construct a balanced budget".

Congress—Revenue Hearings

At the time this is written hearings are being held by the Ways and Means Committee of the U. S. House of Representatives on various proposals for increasing Federal Revenues to take care of the mounting deficit of the United States Treasury. These hearings are scheduled to be concluded by January 25th. Immediately thereafter the Committee will begin drafting a revenue bill which it is expected will be submitted to Congress about the 15th of February.

This Committee will devote three days—January 21st, 22nd, and 23rd, of the hearings to proposals concerning "Miscellaneous Taxes", under which heading would come the consideration of any suggestion

for consumption excise tax proposals, or so-called luxury or nuisance taxes. Up to the present time, no formal propositions to levy such taxes have been submitted. However, it is a matter of common knowledge that some of our representatives at Washington and other high officials have expressed themselves as being in favor of this plan to raise the additional revenue needed. Then, there is always the possibility of representatives of other industries and businesses seeking to avoid taxes suggesting some means or method that would shift the burden, or at least part of it, from themselves. In the event such proposals are submitted, and they most likely will, the retail druggists of the country will have to act and act quickly.

Representatives of the retail drug trade will follow closely the hearings before the Ways and Means Committee, and will likewise keep a careful watch on the progress of the Revenue Bill through the House and Senate. Every retail druggist should be on the alert and if called upon to do so, should make as an effective appeal as he knows how to make to his individual Congressman and his Senators.

This office understands that both North Carolina Senators and every Representative in Congress from this State is either unalterably opposed or looks with disfavor upon any sales tax proposal as the proper method of providing the additional revenue needed.

Sale of "Wine Bricks" Declared Illegal

In an opinion recently furnished by the State Attorney General's Office to Phin Horton, Jr., of the Winston-Salem Bar, and written by the Hon. A. A. F. Seawell, assistant attorney general, the sale of "wine bricks" is declared illegal in North Carolina. While observing that the prohibition laws of this State, particularly the Turlington Act, are much more rigid in their application than the Federal Prohibition Laws, as contained in the Volstead Act, Mr. Seawell in the opinion considers the question only from the standpoint of the State laws.

Although this product has enjoyed a rather large sale during the past year by retail dealers, including druggists, the question has received attention for the first time by the legal authorities of the State in the Seawell opinion. It is true that the question necessarily would go to the Courts for final adjudication, and it is not unlikely that a test case will reach the Supreme Court. At the same time, however, it appears that the opinion of the Attorney General's Office has furnished the only logical conclusion that may be reached. Therefore, until the manufacturers of "wine bricks" obtain a final determination from the Highest Court of the State, retail druggists are advised by the writer to discontinue the sale of this merchandise immediately.

The ruling furnished Mr. Horton by letter is here inafter carried in full for the information of JOURNAL readers:

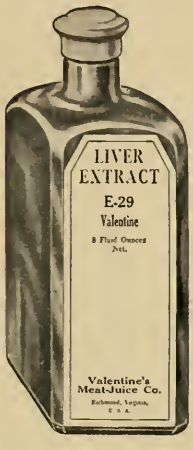
Numerous inquiries like yours have come to this department with regard to the legality of the possession and sale of the so-called "Wine Brick", now appearing commercially under different trade names, but of substantially the same material and character, and accompanied with similar literature. Perhaps the exact content of these "Wine Bricks" varies in character according to the manufacture, but they are all based upon the pressed pulp of grapes; perhaps there is included in some of them certain ingredients which might facilitate the process of fermentation, or produce a certain type of product.

There is no question about the fact that they may be used in the quick manufacture of wine, and that, because of their content, they are peculiarly adapted to this purpose; that a beverage highly intoxicant and containing much over the prohibited percentage of alcohol may be quickly produced by a novice in the art, by observing the instructions and disregarding the port, champagne, sauterne, claret, etc.

Law More Strict

In considering the legality of the possession and sale of this merchandise, we must observe that the prohibition laws of the State of North Carolina, particularly the Turlington act, are much more comprehen-

Liver Extract E-29 Valentine



Three years on the market after three years of observation in over 100 cases of

PERNICIOUS ANEMIA

in leading hospitals in widely separated districts of the United States. It offers to the physician a standardized product of Liver in Aqueous Extract Form. The technique of manufacture has been carefully controlled by clinical response of many selected cases, while its keeping qualities have been tested by subjecting the standardized product to extreme physical conditions.

(8 oz. Net)

½	dozen	$11.00
1	dozen	21.00

Cash with order delivered (or through jobber)

Retail Price, per bottle $ 2.25

Clinical reports will be sent on request.

Valentine's Meat-Juice Co. - - Richmond, Va.

Southern Dairies

ORCHESTRA

with SALLY SOTHERN

16 Stations—Tuesdays and Fridays

Dealers tell us this program is selling

Southern Dairies

ICE CREAM

YOUR

COTY

Requirements may now be met to better advantage than heretofore by us.

As we are pleased to announce having been appointed a

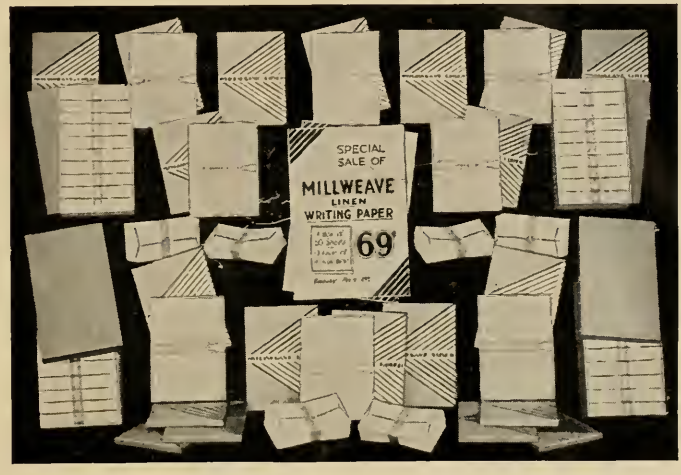
SPECIAL DISTRIBUTOR

For this world renowned line of exquisite toiletries.



THE BODEKER DRUG CO.
RICHMOND, VA.

Here's Another Dandy Package Paper and Envelope Deal Which Will Prove A Winner!



THE W. & W. MILLWEAVE LINEN DEAL NO. 868-A

20 Combination Sales Units of **Millweave Linen**

To Retail for 69c Each

With Display Cards for Window and Counter

EACH unit comprises a 60-sheet box of large flat sheets, white linen finish, and two packs of envelopes. Suitable for men's correspondence as well as for women.

The Deal Costs You $8.75—Brings in $13.80

Order One—Sell Your Customers Once—
and Watch 'Em Come Back for More!

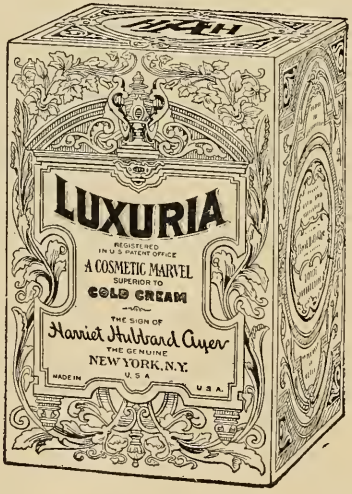
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"The Repeating Line"



Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
Hair Preparations	Manicuring Requisites
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"Used by Women Who Know"

HARRIET HUBBARD AYER, Inc.

323 East 34th Street

London **NEW YORK** **Paris**

sive in their application than the laws of the United States, as contained in the Volstead act, and I am considering the question only as it may be affected by our State laws. Consolidated Statutes, 3411(d).

3411(d). Advertising, etc., of utensils, etc., for use in manufacturing liquor. It shall be unlawful to advertise, manufacture, sell, or possess for sale any utensil, contrivance, machine, preparation, compound, tablet, substance, formula, direction, or receipts advertised, designed, or intended for use in the unlawful manufacture of intoxicating liquor. It shall be unlawful to have or possess any liquor or property designated for the manufacture of liquor intended for use in violating this article, or which has been so used, and no property rights shall exist in any such liquor or property.

Matter of Intention

With regard to the householder, in whose possession such merchandise may be found, whether he is guilty or innocent, would depend, I think, upon his intention in the matter—that is, so far as the mere possession is concerned; but if he follows the suggestions in the printed matter accompanying the merchandise, and mixes the ingredients, so as to produce therefrom a beverage of too high alcoholic content, whether of "port, sherry, champagne," or other type, if he "processes" the manufacture, I think he would be guilty of a violation of the law. It is true that matters have been preconditional to such an extent that this participation in the manufacture is reduced to the simplest possible extent. He is advised to pour in a little water, add a little sugar, put the mixture in a jug, with a safety valve of cotton, and "let nature take its course." He may then sit down in watchful waiting, without the fear of having his family or visitors disturbed by the noise of exploding home brew in the cellar. But nature can be very much encouraged, in fact aided and abetted, by bringing together elements which never would have failed into accidental combination in a million years, and for this, at least, he is responsible.

I think it very clear, however, that the possession, sale and traffic in this "Wine Brick", or this character of merchandise, is a violation of the above quoted section of the Consolidated Statutes.

Referring again to the statement that merchandise of this kind, or so-called "wine bricks" may differ in content, unquestionably many of them are so predisposed and combined as to greatly facilitate the fermentation, which might happen in any event with a perfectly innocent mixture. But other considerations that lead to the conclusion the traffic is illegal; they come from the printed matter with which the merchandise is accompanied. Taken together, this printed matter may well be considered "formula, direction, receipt," and advertisement which the statute denounces, and the material to which it refers comes under the same bans. This printed matter forms an advertisement of considerable appeal, making it rather clear that by following the instructions, simple as they are, the purchaser may produce wine of an attractive type and satisfactory alcoholic content.

We need not go into the historic background to realize how then is the veil of innocence attempted to be thrown over this industry. At least, it is only a device, and in considering its legality, it is hardly necessary to refer to a provision in the Turlington Act, CS, 3411(b), "All the provisions of this article shall be liberally construed to the end that the use of intoxicating liquor as a beverage may be prevented."

In my opinion the possession and sale of the "Wine Brick" in the manner herein described, is unlawful.

OBSERVE FIRST AID WEEK—MARCH 13-19

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. T. A. Walker, of Charlotte, has taken into partnership **Messrs. F. Herman Cline** and **Elmer Reeves** and the firm has been incorporated as T. A. Walker, Inc., with a capital stock of $75,000. In a leaflet issued by Mr. Walker on December 31 it was stated "our sole reason for incorporating was a desire to reward two particularly faithful employes by making them part owners of the business. One of these employes, **F. Herman Cline,** has been a valued member of Walker's pharmaceutical staff for five years, and is a registered pharmacist of ten years' experience. He has a thorough knowledge of drug properties and their varied effects, and keeps abreast of modern methods and new developments by constant study and research. The other employe . . . is **Elmer James Reeves,** who has been with us for ten years and is in charge of the merchandising end of the store. It would be hard to find a man better acquainted with drug store merchandise and the requirements of his customers."

The Rose Pharmacy, of Hendersonville, suffered from smoke and water when a fire occurred in the building next door. The pharmacy will move into a temporary location for about four weeks while some remodeling is going on. **Mr. Wiltshire Griffith,** former proprietor of Hunter's Pharmacy, in the same town, is now prescriptionist for the Rose Pharmacy.

Mr. W. D. Tennant has accepted a position with the Grove Park Pharmacy, of Asheville.

We are looking forward to seeing all our friends at the High Point meeting!

Eastern Carolina News

F. L. Bundy, *Reporter*

On the night of December 30 Tucker's Drug Store, of Reidsville, was greatly damaged by fire. The origin of the fire is not definitely known, but it was discovered in the back of the store after the business was closed for the night. Costly chemicals and equipment, expensive drugs and the prescription department were either totally destroyed or ruined. All the glass in the rear of the store was broken out, the store furnishings, and the cabinet work, containing the glass enclosed shelves were damaged, etc. etc. Even the merchandise in the main part of the store was affected. Most of the damage was done by smoke and water. The stock, said to be a total loss, is estimated at around $12,000. About $7,000 insurance diminished the loss to some extent. **Mr. R. H. Tucker,** the proprietor, plans to overhaul, restock, and reopen at an early date. The JOURNAL expresses its sympathy to Mr. Tucker in his loss.

The Ellington Drug Co., of Reidsville, recently moved into a new location on Main St. The entire store was re-vamped and it has the appearance now of a new one. **Mr. Rucker H. Ellington,** the smiling proprietor, reports business better in the new location.

A two-story building, occupied by Shaw's Drug Store in New Bern, was destroyed by fire early in January. The building, an old landmark of wooden construction built before restrictions were made upon that type of building in the business district, was located at Pollock and Middle Sts. It was known for years as the Bradham Drug Co. Mr. Shaw bought the store about four years ago, running it as a soda shop for awhile and later installing a prescription department. The loss to the drug store is estimated at $30,000.

Five months is not a long time. Begin now to get ready for the annual meeting.

North Carolina Board of Pharmacy

The next meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Howell Hall Pharmacy at Chapel Hill, N. C., June 14th, 1932, at 9:00 a.m. Applications for the examination should be filed with the Secretary not later than ten days before the date of the examination.

For blanks or information write to

F. W. HANCOCK,
Sec.-Treas.
P. O. Box 910, Oxford, N. C.

Druggist's Son Appointed State Treasurer

Many druggists of North Carolina received the news of Governor Gardner's appointment of **Mr. John P. Stedman, Jr.**, as State Treasurer to fill out the unexpired term of the late Capt. Nathan O'Berry with peculiar pride and satisfaction because they affectionately remember his father, **Mr. John P. Stedman, Sr.**, who was one of the organizers of the N. C. P. A. and for many years took an active part in Association affairs. A picture of the State Treasurer's father appears as a frontispiece to this issue of the JOURNAL. The older Mr. Stedman was born in Fayetteville on February 26, 1854, the son of John Madison and Olivia Owen (Potter) Stedman. His early education was obtained in Fayetteville and he had his apprenticeship training as a pharmacist in 1870 in the drug store of **Mr. H. R. Horne.** He was then successively employed in Greenville, S. C., Augusta, Ga., Raleigh, and Cincinnati, Ohio. In 1889 he moved to Oxford and became the proprietor of Stedman's Drug Store. He sold this pharmacy in 1911 to **Mr. F. F. Lyon** and from then until his death he was chairman of the Granville County Board of Commissioners, who had charge of building all the county roads. Mr. Stedman married Miss Laura Cordon on July 6, 1893 and two children were born of this union, **John P. Stedman, Jr.**, the State Treasurer, and Laura Cordon Stedman. The young State Treasurer is highly regarded throughout the State and his many friends "are greatly pleased to learn of this recognition of his ability and integrity."

General News Items

Mr. J. H. Kirby, who has been with the Kinston Pharmacy for a year or more, accepted a position on January 1st with the Upjohn Co. After attending the "School for salesmen" during the holidays in New York he has been assigned to Virginia territory with headquarters at Charlottesville.

Mr. O. L. Umstead, of Stem, who has been with the drug store of Mr. Joseph House, in Beaufort, for the past few months, has moved to Kinston where he is connected with the Kinston Pharmacy.

Mr. H. M. Winders has resigned his position with the Farmville Drug Co., in Farmville, and is now making his home in New York City. He has been succeeded by **Mr. D. D. Sparkman,** of Burgaw, registered druggist in Virginia.

Mr. C. H. Fleming, of Raleigh, is now manager of Wiggins Drug Store in the Bland Hotel in the Capital City.

Friends will be delighted to learn that **Mr. L. B. Ring** has entirely recovered from a several months illness and is back on the job with Aaron's Pharmacy in Mount Olive. While he was away **Mr. W. J. Boone,** formerly of the Boon-Iseley Drug Co., in Raleigh, was in charge of the prescription department.

Mr. Alden Hobbs, who has been connected with the drug store of J. E. Hood and Co., of Kinston, for the past several years, on January 1st, accepted a position with Upjohn Co. as representative in this State. He succeeds **Mr. R. H. Marston,** who was promoted recently to the position of Southern District Sales Manager for the Upjohn Co.

Friends will regret to learn that **Mr. C. D. Bradham,** of New Bern, has been in ill health for some time. For this reason he recently resigned as recorder of the Sudan

Shrine Temple. He was immediately named recorder emeritus.

Hood Brothers, of Smithfield, has been incorporated, with its principal office in Smithfield, to do a general drug business. The authorized capital stock is $100,000 with subscribed stock, $300, by **W. D. Hood, H. C. Hood, Mattie W. Hood,** and **Pearl M. Hood,** of Smithfield.

The Turner Drug Co., of Elkin, has been incorporated to engage in the general business of operating a drug store, either wholesale or retail. The authorized capital stock is $25,000 and was subscribed for by **W. D. Turner, Sophia Turner, Geo. E. Royall,** and **Janie Royall,** of Elkin.

This is the first time in the history of the Association that High Point druggists have been hosts for the convention. No stone will be left unturned to make the meeting a success!

Mr. E. P. Cahoon has been transferred from the Peoples Drug Store in Portsmouth, Va. to the Richmond store. He is making his home at 2400 Barton Ave., Apartment No. 18.

Mr. L. F. Parrish, of Smithfield, formerly with the Middlesex Drug Co. in Middlesex is now with A. Roy Moore's Drug Store in Wilson.

Mr. Frank B. Whitaker is associated with the Gaston Drug Co. in Gastonia. He succeeds **Mr. L. D. Shuford** who resigned to accept a position with Liggett's Drug Store in High Point.

Friends will be interested to learn that **Mr. A. R. Wilson** has been appointed sales representative for the Carolinas and Virginia for the Weber Showcase and Fixture Co., of Los Angeles and New York. This firm has opened up eastern territory within the past few years. Mr. Wilson will sell soda fountains only. He is well remembered by North Carolina customers as the representative in the same territory for the Liquid Carbonic Co. Mr. Wilson is making his headquarters in Durham and he may be reached at 202 S. Dillard St.

Perry's Drug Store, one of the oldest in Littleton, closed its doors late in December and went into voluntary bankruptcy. **Mr. E. B. Perry,** the proprietor, has been in the drug business in Littleton for the past twenty years. He was also in the insurance business which he will continue.

Fire believed to have been started by a short circuit in the electric wiring did considerable damage to the interior of Coleman's Drug Store in Durham during the Christmas holidays. The blaze had gained considerable headway when the alarm was turned in. Firemen smashed the glass in the front door to gain entrance. Smoke was boiling from the rear of the building and the prescription laboratory was a mass of flames. The blaze was brought under control quickly, and the water damage was comparatively slight, but the fire damage was reported as heavy. The prescription department was gutted, all medicines were ruined and much property of intangible value, such as prescription files and records was a total loss. The fire started in a pile of Christmas decorations which were ignited by a short circuit in the wiring of a carbonator in the rear of the store.

All roads will lead to High Point in June!

Mr. Ralph J. Sykes, well known Greensboro druggist, and his son were patients in a Roanoke Rapids hospital for several days following the Christmas holidays suffering from serious injuries sustained when their automobile was overturned near Roanoke Rapids on Christmas Day. Mrs. Sykes sustained minor injuries but did not have to undergo hospital treatment. The machine overturned when something went wrong with the steering gear. The accident occurred on the Norlina-Roanoke Rapids highway near the latter place.

Mr. Israel T. Reamer, a graduate of the Maryland College of Pharmacy and lately connected with the Johns Hopkins Hospital, is hospital pharmacist at Duke University. A JOURNAL subscriber comments on this appointment as follows: "It is much to the interest of all the larger hospitals in North Carolina to have the drug service in charge of a licensed pharmacist."

The JOURNAL extends sympathy to **Miss Rose** and **Mr. Joseph Lazarus,** of Sanford, in the death of their mother, which occurred in the Lee county hospital after an illness of several years. Miss Lazarus is in the

senior class of the School of Pharmacy of the State University and her brother is the proprietor of the Lee Drug Store in Sanford.

We understand that **Mr. H. E. Bolen**, of Danville, Va., has accepted a position with the Walgreen Drug Co. in Portsmouth, Va.

The Journal offices were delighted to receive visits recently from **Messrs. A. D. Pollard, W. A. Burwell, Alf Duckett,** and **O. E. Ferrell. Mr. E. R. Goodyear,** formerly of Wallace and a student in the School of Pharmacy 1922-23, also dropped in. Mr. Goodyear is now making his home in Atlanta, Ga., and is traveling for a felt goods concern.

Don't forget the dates—June 21-23. The Hotel Sheraton will be convention headquarters.

Pharmacy Students on Honor Roll

Nine pharmacy students at the State University out of a total enrollment in the School of eighty-seven made the honor roll during the fall quarter. To make the honor roll a student must receive an average grade of B (90 to 95 per cent.) in all studies. One student, **Mr. G. C. Hartis,** of Matthews, made the grade of A (95 to 100 per cent.), the highest possible, in all subjects. Other honor roll students in pharmacy are: **M. M. Brame,** Winston-Salem; **C. H. Cobb,** Fremont; **C. S. Curry,** Lexington; **W. S. Crouch,** Spray; **Rose Lazarus,** Sanford; **C. L. Neal,** Greensboro; **C. B. Strickland,** Stedman; and **R. S. Whiteley,** Greensboro.

At the beginning of the winter quarter ten new students registered in the School of Pharmacy, bringing the total enrollment for the year up to 97.

C. T. Council Honored

Mr. C. T. Council was the guest of honor at a banquet on the evening of January 1st, given by the sales department of the B. C. Remedy Co. The banquet was held at the Washington Duke Hotel in Durham. **Mr. J. F. Goodrich** was toastmaster. The occasion was in the nature of a loyalty and pep affair, the speakers taking note of the past year's business and discussing plans for the new year. The B. C. Remedy Co. salesmanship cup was presented to **Mr. D. D. Pillow** for the most successful year's work of any of the salesmen. This was the first year this cup has been awarded. If the same salesman wins it two years in succession it comes into his permanent possession.

Moving Along

Among those attending the annual Advertising and Sales Convention of the New York Division of the Norwich Pharmacal Company, held in the Hotel New Yorker in New York City on December 22 and 23, were **Messrs. John K. Civil,** of Charlotte, and **Foster L. Bundy,** of Raleigh. Forty representatives, executives, etc. were present, including the following North Carolinians in addition to Messrs. Civil and Bundy: **Messrs. Henry W. McCall,** of Charlotte, in charge of Florida territory; **D. Allan Smith,** of Enfield, in charge of Maryland territory; **R. H. Milton,** of Albemarle, in charge of Georgia; **Claude W. Duke,** of Tarboro, in charge of South Carolina; and **John P. Brooks,** of Charlotte, in charge of special marketing.

The lights of the big city tempted Representative Bundy to remain in New York for a while after the convention was over but he was also determined to be back in North Carolina in plenty of time to help play Santa Claus for his young daughter on her first Christmas. Therefore, he compromised by staying in New York until eight-thirty Christmas Eve morning and then boarding a fast plane which landed him in Raleigh just five hours later. He traveled on a special plane to Richmond and this was the only stop. The fastest train from New York to Raleigh makes the distance in twelve and a half hours. Mr. Bundy was already breaking all speed laws—but that isn't all. He stopped in Raleigh only long enough for a hurried lunch and then rushed on to Belhaven to join his wife and young daughter who were spending the holidays with Mrs. Bundy's mother. He must have stepped on the gas for he reached Belhaven in plenty of time for the regular family supper and was right on the job when the hour arrived for decorating Christmas trees and hanging up stockings. Breakfast in

New York, lunch in Raleigh, and supper in Belhaven—how's that for out-distancing time and space?

Owens and Minor Employes Honor Head

Mr. Conway M. Knox, president of Owens and Minor Drug Co., recently received as a gift from the officers and employes of the firm a dozen sterling silver goblets in recognition of fifty years of service. On January 15, 1882 the Owens and Minor Drug Co. started as a firm and on the same date Mr. Knox began his connection with the company. His first work was as an errand boy, and then for twenty years he traveled for the firm in southwest Virginia. In 1903 he was called in the house and made secretary. About 1910 he was elected president and has held this position continuously since that time. The gift was a complete surprise to Mr. Knox. As closing time arrived **Mr. J. B. Bowers** engaged Mr. Knox in conversation at his desk until every employe could gather outside the office door. The president was taken aback when he walked out of the office and saw the gathering. Mr. Bowers made the speech of presentation and Mr. Knox's voice was throaty as he tried to express his appreciation. The goblets are very handsome with gold linings and each bears the inscription: 1882—C.M.K.—1932.

Eli Lilly and Co. to Show Picture

A highly entertaining sound picture entitled, "A Romance of the Drug Industry," will be shown by Eli Lilly and Company at the State University in the Howell Hall of Pharmacy on the evening of February 23. Arrangements for exhibiting the picture are being made by **Mr. W. A. Burwell,** representative of the company in this territory. So far as is known this is the first industrial film in the pharmaceutical business in which sound has been recorded on film. The scenario gives a brief history of the company, and the early days of business are compared with the present. There follows views of the present large-scale production facilities of the Lilly Laboratories. The two hundred and fifty scenes are synchronized with the lecture and the whole gives the audience a clear idea of the educational features of a trip through the Lilly plant. The School of Pharmacy invites all interested persons to be present for the showing of the film.

Marriages

A wedding of interest to friends throughout the State was that of Miss Marguerite Lois Raines, of Halifax, and **Mr. Clayton Emerson Bolinger,** of Asheville. The ceremony took place on November 23.

Announcement was made during the Christmas holidays of the marriage on December 26, 1930 of Miss Edna Earle Killian, granddaughter of Rev. J. F. Matney, of Statesville, to **Mr. Lexie Glenn Barefoot,** of Four Oaks. The news came as a complete surprise to the friends of the young couple. Mr. Barefoot graduated from the State University School of Pharmacy last June and passed the State Board examinations a few days later. During his senior year in college Mr. Barefoot was the pharmacy representative on the Student Council. He was president of the U. N. C. Branch of the A.Ph.A. 1929-30 and a member of the Kappa Psi fraternity. He is now associated in business with his father in Four Oaks.

Deaths

Mr. Doyle Manly Gurley, well known and popular citizen of Sanford and for many years a prominent druggist of the town, died on the morning of December 21. Mr. Gurley was forty-nine years of age and was the son of the late Mr. and Mrs. Charles C. Gurley, of Durham. He received his education at Buies Creek Academy. For more than twenty-five years, with the exception of two years spent in Greensboro, he was in business in Sanford. Three years ago on account of ill health he disposed of Gurley's Drug Store and became a traveling representative of the Home Mortgage Co. Mr. Gurley had been in failing health for some time but only for a few days had his condition been regarded as critical. Heart disease was the immediate cause of his death. Acting as honorary pall bearers at his funeral were the members of the Lee County Medical Society and the druggists of the city.

Friends were shocked to hear of the death on December 26 of **Mrs. H. Floyd Coble**, of Greensboro, wife of the proprietor of the O. Henry drug stores, from a self-inflicted pistol wound through the head. Mrs. Coble had been subject to severe headaches and despondency for three or four months. She always attended the annual conventions of the N. C. P. A. with her husband and was highly regarded by those who were acquainted with her.

It was with real distress that friends learned of the death of **Mrs. D. J. Womble**, wife of the manager of the Whelan Drug Co., of Charlotte. Mr. and Mrs. Womble were out driving on the Tuckaseegee road near Charlotte on the night of January 7 when the lights of their car went out and the machine went 20 feet into Stewart's creek. Mr. Womble was uninjured but his wife after being thrown clear of the car was caught under the front bumper and submerged in the water. With great difficulty Mrs. Womble was saved from drowning, but died several hours later in St. Peter's hospital from injuries suffered. Mrs. Womble was formerly **Miss Bessie Merritt**, of Chapel Hill. She was for several years secretary to Mr. E. R. Rankin in charge of high school relations for the extension division of the State University.

Mrs. Drayton Wolfe, of Lincolnton, died at the Gamble clinic on the afternoon of January 11 following an operation the week previous. She was considered on the road to recovery when she suffered a heart attack. Her husband, prominent Lincolnton pharmacist, died last October while at work in his drug store following a heart attack.

A. D. POLLARD
407½ W. Park Drive
Raleigh, N. C.
Telephone No. 1600 J

Stephen F. Whitman and Son, Inc.
Whitman's Chocolates and Confections

OBSERVE FIRST AID WEEK
March 13-19

We suggest that you order now from your service jobber a large lithographed poster offered free to the trade by the N. W. D. A. and use this poster in your window during the week of March 13-19. We will have suggestions for such a window in the next issue of the JOURNAL.

Muth Brothers & Company

IMPORTING AND WHOLESALE DRUGGISTS

Drugs, Chemicals, Druggists' Fancy Goods and Specialties

Foreign and Domestic Botanical Drugs
Medicinal Roots, Herbs, Barks, Gum and Oils

23 and 25 S. Charles Street Baltimore, Md.

CAPUDINE PROFIT?

OR PROFIT!

Capudine is being constantly advertised day in and day out—telling the world that Capudine is the logical antidote for headaches, neuralgia and other pains, because of its quick, sure relief and safety.

Capudine pays handsome profits. Are you getting your share of it? Buy the $20.00 deal from your jobber and you will receive a 7% bonus check from us in addition to your jobbers regular discount.

Write us for one of our newest 8 color window displays to tie in with our newspaper advertising and make Capudine one of your best selling and largest profit items in your store.

CAPUDINE CHEMICAL CO.

RALEIGH, N. C.



EPHEDROL

WITH ETHYLMORPHINE HYDROCHLORIDE*

A distinctive, palatable, and effective cough remedy developed in the pharmacologic laboratories of Eli Lilly and Company.

Ephedrol combines the antispasmodic property of Ephedrine with the anodyne and expectorant qualities of Ethylmorphine Hydrochloride, Potassium Guaiacol Sulphonate, Squill, Tolu, and Menthol.

Supplied in Pint and Gallon Bottles.

The Peabody Drug Company

Durham, North Carolina

* Exempt Narcotic

The Seeman Printery, Inc.

Where *Good* Printing is a Habit

We Specialize in Satisfaction
and Promptness

Printers in DURHAM, N. C., Since 1885

A Sensational Camera Offer



$1.50

VALUE ONLY

75c

HERE'S a sure-fire sales builder. It's a brand new $1.50 value colored box camera that costs you only 75 cents, and can be sold as a 98-cent special—an astoundingly low price for a colored box camera so attractively and beautifully built as the Model E. The supply is limited, and is restricted to those dealers who have bought an Agfa 1931 Film Cabinet Deal. In blue, gray, green, and red, the Agfa Ansco Model E at this special price, is the sensational box camera of the year. Ask our salesmen about this special Agfa Ansco Model E Box Camera offer.

AGFA ANSCO

MODEL E

in four colors

POWERS - TAYLOR DRUG CO., INC., RICHMOND, VA.



Bromo-Seltzer Dispenser

Used at Fountains Will Yield Approximately

SIXTY-FIVE DOSES

From Each Bottle

Dispensing Size Bromo-Seltzer

No Waste Correct Dose

Larger Profits

Dispensers Supplied Trade Gratis

EMERSON DRUG COMPANY

BALTIMORE, MD.

Chicago Los Angeles New York
San Francisco New Orleans Toronto

PAIN and PROFIT

"B.C." relieves the PAIN
You make the PROFIT



When any one comes in and asks the question, "What will stop a headache, sciatic, rheumatic or female pain—and stop it **quick,**" it will be profitable for you to reply "B.C." because B.C. does actually relieve pain in three minutes. Next time YOU have a pain, try it and see! Get your supply from any jobber.

B. C. REMEDY CO.
DURHAM, N. C.

3 MINUTE relief from PAIN

BC

When They Clean Up You Clean Up, Too

Every year the American housewife begins to get fretful around March. Husbands who recognize the signs plan hunting or motor trips for they know what's ahead. They know that soon every room in the house will be torn apart and that no objections that can be offered will stay the wife who is bent on Spring housecleaning.

Druggist husbands can get some consolation from the annual orgy by making the feminine urge for the Spring upheaval pay dividends.

By means of window displays and open stand displays inside of the store, featuring products needed in household cleaning, the dollars can be made to flow in. Try out this plan.

Just a few of the items you should be placing in stock now are listed here. They will move fast during Spring housecleaning time.

Sponges	Chamois
Rubber Gloves	Soap
Brushes	Disinfectants
Moth Balls	Dust Mops
Moth Killers	Sprayers
Scouring Powders	Silver Polish
Metal Polish	Furniture Polish
Floor Polish	Hand Lotions

Liniments

Check this list with our representative!

Justice Drug Company

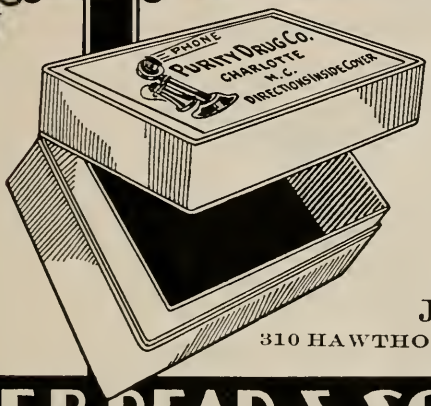
North Carolina Service Wholesaler

Greensboro, N. C.

LABELS · Rx Blanks · BOXES

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PILL & POWDER HINGED OR PLAIN



HINGED BOXES

WILL MAKE YOUR CAREFULLY COMPOUNDED PRESCRIPTIONS "LOOK THE PART" PRICED SO LOW EVERY DRUGGIST CAN USE THEM. GET OUR LATEST SAMPLES AND PRICES

J. G. BARNETTE

310 HAWTHORNE LANE CHARLOTTE, N. C.

E.B. READ & SON CO. BALTIMORE MD.

SANITIZED FOR HEALTH'S SAKE



NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.

An excellent recipe for quick turnover and profit:



Take a good product like

CARDUI

and display it!

"IT WILL ALMOST SELL ITSELF"

THE CHATTANOOGA MEDICINE CO.,
CHATTANOOGA, TENN.

Don't Discard Your Life-Preserver

Now, more than ever before, every careful Retail Druggist will make certain of the **Safety** of his Fire Insurance—**and that he has enough of the right kind.**

He will have only strong **Capital Stock protection**—

He will obtain that Capital Stock Security at the most economical cost—

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Our Policyholders have satisfied themselves that our Company offers the best Fire Insurance buy open to a Retail Druggist.

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY
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We have more than two million dollars in Capital, Surplus and Reserves for the protection of our policyholders.

Worthwhile Premium Savings

Specialist Drug Store Adjusters

Some of our State Agents

N. F. Reiner
250 Kimberly Ave.
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A. A. Coleman
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DANISH OINTMENT

(Tilden)

The approved 24-hour treatment for

SCABIES

Price per pound $1.28. Per dozen 2-oz. jars $3.00.

A trial will convince you

(Physicians' sample free upon request)

New Lebanon, N. Y. **THE TILDEN COMPANY** St. Louis, Mo.

Pharmaceutical Chemists since 1848

The S. E. Massengill Co.

Manufacturing Pharmacists,

Bristol, Tenn.-Va.

Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules, Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc. The oldest and largest pharmaceutical manufacturers in the Southern States. Write for Catalog.

Branches

Kansas City, Mo. New York, N. Y.

THIS AD KEEPS THE CASH REGISTERS RINGING

THIS ad is a business getter. It sends a constant stream of people into drug stores asking for Stanback Headache Powders.

And when you make one sale, you make a steady customer. Because Stanback users *repeat*.

STANBACK COMPANY

SALISBURY, N. C.

QUICK RELIEF FROM HEADACHE

Stanback Headache Powders relieve headache in a jiffy, also the pains of women's "monthly curse" if of a purely functional nature. They also relieve neuralgia pain, grippe ache, sore throat ache, fever ache, aches from colds, muscle ache, bone ache and nervousness.

Ask for Stanback Headache Powders by name. Look for the name Stanback Headache Powders on the blue and yellow package. Refuse the unfair offer of "something just as good." Get Stanback Headache Powders which have been giving prompt, pleasant relief from the above aches and pains for 20 years. They are not made out of opium, morphine, codeine or chloral and form no habit. Ask for Stanback Headache Powders by name and get what you ask for. 10c.


A SOLID CAR LOAD OF
MERRELLS Daily Health Needs
PURCHASED BY
THE KING DRUG COMPANY, RALEIGH, N.C.

VOL. XIII No. 7

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

MARCH, 1932



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing. We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

THE GEORGIA SHOW CASE COMPANY
MONTGOMERY, ALABAMA
Designers and Manufacturers of High Class Store, Bank and Office Fixtures
Wire or call us collect
Representative
Vance Apartment No. 1 O. T. WOOD Greensboro, N. C.

PROSPERITY IS INEVITABLE

We firmly believe that the money spending public is on the verge of a healthy period of expenditure and investment.

And in order to meet the tidal wave of demand, the merchant must be ready with new equipment, efficiently planned and installed.

No half-measures nor makeshifts will answer, as this generation of money spenders is schooled to only the best.



Built by GREEN

ROBERT M. GREEN & SONS

Soda Fountain Pioneers **Established 1874**

THE WORLD'S BEST SODA FOUNTAINS

PHILADELPHIA

Carolina Distributors:

Chapman Drug Co.
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E. W. Oliver
P. O. Box 1164
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The medical profession is evidencing a very keen interest in this latest advance in vitamin therapy.

10 drops once a day *{or one 3-minim capsule}*

equals a teaspoonful of cod liver oil three times a day

Parke-Davis Haliver Oil with Viosterol-250 D is standardized to contain 60 times the vitamin A potency of high grade cod-liver oil. It is equal to Viosterol in vitamin D.

Let your physicians know that you can supply

Parke-Davis Haliver Oil with Viosterol—250 D

Packages: 5-cc. vial, with dropper; 3-minim capsules, 25 in package.

★

PARKE, DAVIS & COMPANY

The world's largest makers of pharmaceutical and biological products

WHAT IS IT TO YOU?

H. W. Russell

Ever since twenty-penny nails were young carpet tacks, some druggists continue to conduct business on the catch-as-catch-can plan. . . . catch a customer if you can, and hold him on the same uncertain basis. When one takes his typewriter in hand and begins writing, on any subject, somebody comes along and says "that guy is all wet . . . he knows about as much of the drug business as the politicians know about running the government". Well, that isn't much, but I do know "human nature", and that's more than politicians know.

There is likely to be more of these articles to follow, so I'll lead up to the others by beginning this one on *human nature*, with the question, "What is it to you?" Well, I don't care how many pills you roll in a day, or how many times your spatula slips and spoils a mess of mass, this thing called "human nature" is the one thing the druggist, and every other "ist" must deal with. . . . you can twist and turn it into almost any shape you want to . . . you can mold it to your own fashion and make capital of it . . . but woe is the man who let's human nature in customers take its own course . . . he'll have one pill of a time getting enough red ink to close books at the end of the year. I say this because I'm chock full of the same brand of human nature that has been handed down from Adam and spread throughout all Christendom, and, after all, who wants to do business with a man who isn't human?

One of the chief characteristics of human nature is that most of us have a feeling that we know exactly what we want. Maybe we don't, but we think so anyway. And if a man, consciously or unconsciously, thinks he knows what he wants, what a perfect cinch it is to please him . . . if you can find out what he wants . . . or thinks he wants. Let's indulge in a little brief illustration, to wit: Suppose I waltz into your store, right now, and ask for a package of Doowhankey's Whatnots. The assumption is that I know what I want, and yet, there isn't an adding machine made with capacity enough to add the number of times per day in drug stores over the U. S. that, for some reason or other, the clerk, or mayhap the druggist himself, will take a lot of time trying to persuade me that I don't want Doowhankey's, but Whamdookey's. Perhaps you have just had a "special deal" on Whamdookeys, and want to get rid of it quick; or there is some other hidden and mysterious reason why you want to rub old man human nature the wrong way; but don't forget that it can't be done, successfully.

Whatever your real reason is for wanting to switch me from what I asked for to what you want me to buy, it is never revealed to me, and the first thought that gently wafts through my brain is, well, not at all complimentary to you. I may succumb to the wiles of your salesmanship; nevertheless, I am disappointed. I may buy what you offer in place of what I called for, but I am never satisfied. Then it is that my *human nature* asserts itself, unknown to you, and when I come back to your store it will be freezing weather in August. Of course, I know that, with staple, rapid-selling items, like B. C. for headaches, for instance, a substitute is seldom suggested, and would hardly be accepted if offered, but, in the main, you know that I am tapping the tack right on the proverbial head.

But, what is it to you? Just this, friend druggist, that a man will never get mad and censure you for selling him what he calls for, and it is perfectly human to patronize the store that delivers the goods, but most inhuman to continue buying where "just-as-goods" are offered. I'm telling you, seriously, that I'm not alone in this viewpoint, and if you want to see your profits do a highland fling upward, cultivate that old *human nature* in mankind, and you'll have 'em eating out of your hand, even if you have just finished rolling a batch of asafoetida pills.—Advertisement.

For 25 *years*

the LEADING

SURGICAL DRESSING POWDER

BECAUSE of its unique healing effect, B-F-I early established itself as the leading dressing powder.

It promotes healing, helps prevent infection, is soothing and astringent, and does not cake. Relieves blisters, chafing, cuts, tired and aching feet, insect bites, poison ivy and sunburn.

The profit side of the picture makes B-F-I (Bismuth-Formic-Iodide Compound, Mulford) an attractive proposition for the merchandising druggist. Ask the Sharp & Dohme representative.



IN SMALL *and* LARGE SIZES—25¢ *and* 75¢

SHARP & DOHME

Philadelphia · Baltimore

The Seeman Printery, Inc.

Where *Good* Printing is a Habit

We Specialize in Satisfaction
and Promptness

Printers in DURHAM, N. C., Since 1885

Southern Dairies
ORCHESTRA
with SALLY SOTHERN
16 Stations—Tuesdays and Fridays
Dealers tell us this program is selling
Southern Dairies
ICE CREAM

THIS AD KEEPS THE CASH REGISTERS RINGING

THIS ad is a business getter. It sends a constant stream of people into drug stores asking for Stanback Headache Powders.

And when you make one sale, you make a steady customer. Because Stanback users *repeat*.

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STANBACK COMPANY
SALISBURY, N. C.

SANITIZED FOR HEALTH'S SAKE



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$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.

Sell and Guarantee

Dr. David's Sanative Wash

For Fifty Years a Success

Order from your Jobber

OWENS & MINOR DRUG CO.
Incorporated
Richmond, Virginia



This Speaks For Itself

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT
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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, June 21-23 with The Hotel Sheraton as Convention Headquarters.

The summer examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, June 14, 1932.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Why Go to High Point?

Most of our readers know that the next meeting of the North Carolina Pharmaceutical Association is to be held in High Point on June 21-23, but since the time is not very distant now we want to remind everybody concerned of the occasion and its importance.

The JOURNAL has reason to believe that there will be a special session of the General Assembly either in June or July. Every druggist knows what this will mean in terms of the drug business. If this prediction proves true, there will be extraordinary reason for attending the High Point meeting in order that pharmacy may agree upon a concerted program of action. If there is no special session there are still plenty of reasons for attendance.

This continues to be a time for business worry. Not so much for worry as for intelligent planning and adjustments to provide against serious troubles. Surely a druggist can profit by counsel with other men of his own group. By means of such counsel he will be able better to meet changing conditions in a critical era. An association meeting furnishes this opportunity.

Two speakers of national note, both dealing with practical subjects, will address the High Point meeting.

Local Secretary A. C. Cecil is now planning for the large attendance expected.

Please Pay Dues, or at Least Pay Part

The funds of the Association are dwindling fast. Outgo exceeds income by a large margin. In this time of economic stress a large majority of the membership is failing to pay the annual assessment. This must lead to two conditions: (1) the membership roll will decrease markedly, leaving the Association as the spokesman for a smaller and smaller group with all that this means in lessened prestige and power; (2) the income will be insufficient to keep up the service the organization has been offering its constituents. Only after this service has been curtailed will the members realize its former value. We are, therefore, urging those who can pay dues to do so, and those who can only pay part to pay as much as they can *now*. This is not a perfunctory plea but instead it is an urgent request designed to keep the Association as a going concern.

First Aid Week

In suggesting ideas for windows during the observance of First Aid Week on March 13-19 we cannot do better than copy the advice issued by the National Wholesale Druggists Association.

Accident Window Display

"Use the N. W. D. A. poster as a window background, with side panels and top strip either attached or put up as separate units.

"The most usual accident is represented by minor cuts. Display iodine, carbolic salve, stearate of zinc and other similar remedies—with a small card labelled: "Keep in the home at all times for cuts"—also display cotton, adhesive tape and bandages.

"Another common minor accident is the bruise, caused by the hammer, the window sash or the automobile door crushing the hand or finger. Display tincture of arnica, boric acid ointment, camphorated oil, bandages and gauzes. Label the display: "Remedies for Bruises."

"Another display might well consist of various liniments, together with gauze and bandages, labelled: "Remedies for Sprains". In this group display also hot water bottles and electric pads.

"Prepare another group display in the window, in front of the poster background, labelled: "First Aid treatment for Scalds and Burns." In this group include carron oil, boric acid, sodium bicarbonate, milk of magnesia, vaseline, olive oil, castor oil, paraffin wax, cotton, gauze bandages.

"Be careful in all of your displays not to overlook the fact that where there is the slightest doubt as to the seriousness or dangerous character of an accident, the *doctor should be called immediately.*

"Displays in this group might well include appliances which should be in every First Aid Kit or medicine chest, such as scissors, tweezers, atomizer, finger cots, medicine droppers, medicine glass, aromatic spirit of ammonia, spirit of camphor, various antiseptic solutions and ice packs.

"Other things which might be displayed with proper signs are: Spirit of camphor and camphor ice for cold sores; catnip and fennel elixir for minor cases of colic; laxatives for constipation; aspirin tablets for headache; boric acid and argyrol solutions for treating the eye; smelling salts and aromatic spirit of ammonia for fainting spells; camphorated oil for frost bites; epsom salt and sodium phosphate should be in every medicine cabinet; oil of citronella and other mosquito repellants for insect bites; poison ivy lotion for ivy poisoning; zinc ointment and other ointments for sunburn treatment.

"Finally, do not fail to emphasize the importance of calling the doctor and following his directions on all accidents or conditions of health where there is any question about the usual First Aid treatment.

"In order to make your window display most effective, it is suggested that you call attention to it, not only in your local newspaper advertising, but also that you send a form letter to such mailing lists of your customers as you may have, and invite them to visit your store and see your display. In this letter, it would be well for you to name the home essentials for First Aid and ask your customers to check up these items to determine what is missing in their respective homes and permit you to supply the missing items. Emphasize the fact that by expending a few dollars, a saving of $400.00 or $500.00 or even a life through proper care of minor accidents will be made.

Extra Pay for Extra Duty

Goldsboro, N. C.,
February 13, 1932.

To the Editor:

A mooted question has arisen here in my store over whether the clerk or the store receives the extra charge for night calls.

It has always been my custom to charge a dollar extra in addition to the cost of the prescription for calls at night after the store has closed because I have always taken the position that the extra dollar belongs to the store and not to the clerk. I would like for you to pass on this question for me, and you may have some information as to the custom of other stores about this matter.

Yours very truly,
(Signed) C. B. MILLER

The editor, in answering Mr. Miller, took the position that there should be a 50-50 split of the extra fee charged. The clerk, in answering the call, is doing work that is over and above his regular prescribed duties and a work that takes his strength because it breaks into his needed sleep and rest; consequently he is entitled to some extra pay for extra duty. Fifty cents seems little enough. The proprietor is put to a definite expense when his clerk is compelled to get up at night and answer a summons for the reason that the clerk in the average case is almost certain to be less alert and energetic next day because of interrupted sleep that is less in amount and not so refreshing in quality. This lessened efficiency may result in lost sales—certainly it means a slowing down that costs the proprietor money. An equal division of the fee, therefore, seems an equitable way to settle the matter.

How many drug stores, however, charge extra for night calls? We know of a number who look upon such calls as merely another of the many service features they are expected to furnish without cost. This seems to us a foolish position to take. Doctors regularly charge extra for calls at night and

(Continued on Page 178)

PRESIDENT'S SECTION

A. E. WEATHERLY Greensboro, N. C.

A Necessary and Valuable Service

The President of the North Carolina Pharmaceutical Association is pleased to announce that the Executive Committee designated Mr. Eugene C. Brokmeyer, the well-known attorney, of Washington, D. C., to prepare and file a brief on behalf of the Association with the Senate Interstate Commerce Committee urging the enactment of the Capper-Kelly Fair Trade Bill as soon as possible for the relief of independent retail druggists and all other independent business men and the protection of the consuming public against rapidly growing and spreading mergers of production and distribution tending towards monopoly.

When asked for his terms to represent the State Association permanently at the National Capital, Mr. Brokmeyer replied that in consideration of the Association's limited funds he would be pleased to render services at Washington to the Association as an organization before Congress and the Executive Departments of the Federal Government without charge.

A weekly bulletin conveying information and advice based on developments at Washington having been suggested, Mr. Brokmeyer stated that he would furnish such a bulletin to any member of the North Carolina Pharmaceutical Association desiring it at $2.00 per year, which represents about the cost of the paper, envelopes, postage, mailing and typing of the bulletins, without charge for the time necessary for the gathering of the information and furnishing the advice based on the necessary research.

The North Carolina Pharmaceutical Association was one of the first to send a delegation to Washington, consisting of a representative druggist in each Congressional District, to call on the members of the North Carolina delegation in the House and urge the enactment of the Capper-Kelly bill several years ago. It then realized and today it is more confident than ever that it is imperative that Congressmen and Senators hear directly from their constituents and their State and local associations in order to be much impressed with the need of legislative relief. State and local pharmaceutical associations are composed of retail druggists who not only are the voters on whom Congressmen and Senators must depend for election, but are directly in touch with all voters. For this reason state and local pharmaceutical associations hold the key to the situation when it comes to legislation by Congress, or by state legislatures. This applies with equal force to the administration of the laws, federal, state or local.

To the extent that state and local pharmaceutical associations render the service heretofore suggested they necessarily aid national organizations in the accomplishment of their purpose. The latter can only advise; they are not in a position to deliver; state and local associations must do this.

(Signed) A. EARL WEATHERLY,
President,
North Carolina Pharmaceutical Association.

(The letter below was written by Mr. Brokmeyer as the representative of the N. C. Phar. Asso.—Ed.)

Washington, D. C.,
February 2, 1932.

Hon. James Couzens, Chairman,
Interstate Commerce Committee,
United States Senate,
Washington, D. C.

Dear Mr. Chairman:

The North Carolina Pharmaceutical Association, one of the largest and strongest organizations of qualified pharmacists in the country, has authorized me through President A. Earl Weatherly, to present the fol-

lowing brief to the distinguished members of your committee in support of S. 97, the Capper-Kelly Fair Trade Bill:

The enactment of this measure is respectfully urged for the following reasons:

1. Because the consuming public should be protected from being defrauded by deceptive statements accompanying cut prices on trademarked merchandise leading purchasers to believe that all other merchandise sold by the advertiser is similarly low priced when such is not the case:

2. Because that method of merchandising is fast driving the honest independent business man, both producer and distributor, out of business:

3. Because the destruction of the independent business man means the destruction of competition:

4. Because the destruction of competition built up Standard Oil as a "Trust" and subjected the consuming public to a rapidly developing monopoly until the Sherman Act was enacted in 1890;

5. Because while the Sherman Act forced the dissolution of the Standard Oil "Trust," soon after its enactment, the Sherman Act is in no way interfering with the rapidly growing and spreading combinations for mass production and mass distribution of the necessaries of life, including drugs, which if not checked must inevitably become monopolies;

6. Because monopolies in the end would place the consuming public at their mercy for prices and the quality and variety of merchandise and service sold and rendered;

7. And finally, because the public health and welfare would be seriously endangered if the independent retail drug store were destroyed by unfair competition and the public deprived of efficient and dependable pharmaceutical service.

Price-fixing and maintenance is today practiced by Henry Ford, General Motors and all the other Generals through the agency and consignment system of distribution. It has been held legal because the producer has retained title to his merchandise before and up to its purchase by the ultimate consumer. Price-fixing and maintenance by this method has injured nobody. No one has been heard to complain of the high prices of automobiles or any other products of producers operating under the agency or consignment system of distribution. Competition protects the public from extortionate prices.

All that the independent retail druggists ask is that they be permitted by law to exercise the same right as is now being enjoyed by large aggregations of capital able to operate through the agency and consignment systems of distribution. The Capper-Kelly bill would give them this right by sanctioning contracts for the maintenance of prices or resale prices when applied to trademarked articles in fair and open competition. Equality before the law is all that is asked. The Constitution guarantees this to all citizens.

When the Capper-Kelly bill was pending in the House the North Carolina Pharmaceutical Association sent a delegation of pharmacists to Washington representing every Congressional District in the State and they were heard by the entire State delegation in the House. This is mentioned merely to show the deep interest that every pharmacist in North Carolina has in the prompt passage of the Capper-Kelly bill. It can in truth be said that the independent druggists constituting the forty-seven state pharmaceutical associations are composed, are equally interested in immediate legislative relief, whether in the form of the Capper-Kelly bill, or a better measure, as the good judgment of our national lawmakers may dictate.

Very respectfully yours,
(Signed) EUGENE C. BROKMEYER,
Counsel,
North Carolina Pharmaceutical Association.

A Letter from Dr. Hunnicutt

A copy of the letter that follows was sent to Mr. C. B. Miller, of Goldsboro, presumably through belief that he is still president of the Association. Mr. Miller has forwarded the letter to me, and since it seems to be a matter of state-wide interest I am publishing it in my section of the JOURNAL.

A copy of the same letter was also sent to Mr. Bowman.—E. W.

Raleigh, N. C.,
February 15, 1932.

Mr. F. W. Hancock,
Oxford, N. C.

Dear Mr. Hancock:

The N. C. Pharmacy law, as outlined in section 6668, of the N. C. Code, 1931, is not being enforced in Raleigh. As to conditions existing in other parts of the State I cannot say, but I am reliably informed that quite a number of licensed pharmacists are out of employment in N. C. due to the oversight or neglect on the part of the enforcement officers.

It seems to me that it would be just as easy to keep the drug stores in N. C. properly run and conducted as it would be to let them run on in their present condition. You have the law on your side, why not enforce it? There are scores of licensed men in this State who would be glad to work for salaries now paid the so-called junior men. I am sure that it would work no hardship on the owner or manager from that standpoint. As to licensed assistant pharmacists, as referred to in the pharmacy law, I have never seen one and don't know of anyone that has seen one. Surely you'll agree with me, that there is no incentive now to study pharmacy. After you obtain your license you haven't the protection due you as a licensed man and consequently can't get a job. If conditions continue to exist as they are today in this state, the Univ. of N. C. will do well to discontinue the "School of Pharmacy" because it will fail to serve a common good.

When an owner or manager tells your inspector that he works every day and every night, surely that man's statement should be investigated, for after all, we are only human beings and such an effort on the part of anyone is almost beyond human endurance. All such statements should be checked and verified as to genuineness. There are at present five licensed pharmacists in Raleigh out of employment and I bring to mind at least seven stores that are improperly conducted here in Raleigh. Failure to enforce the law not only throws out of employment men long trained in the business, causing them individual loss and hardships, but it deprives the state of the revenue that these men would pay in if they had work. License taxes are not paid by the so called "Jr." men. They are not taxed. The N. C. P. A. does not count these men as ones likely to become members of the association. If a licensed man has no job he is neither a likely candidate, nor would he be interested in the association.

Mr. Hancock, I have outlined to you the conditions existing in Raleigh. Not only for Raleigh do I make this plea, but for every place in the state where such conditions exist. Won't you help us to put pharmacy on a higher plane in N. C.? You have the tools and I still believe that you have the vision.

Your many years of experience have peculiarly fitted you for the position you now hold and from your long and pleasant association with the druggists of this State, I believe that you can accomplish things in the way of elevating the profession of pharmacy in such a way that a few years hence we will no longer be disturbed by the infusion into our ranks of alien clerks and unlicensed men.

Hoping that you are enjoying good health and finding a great pleasure in your work I beg to remain,

Most cordially yours,
(Signed) FAB. J. HUNNICUTT.

Copies to
Mr. Miller
Mr. Bowman.

FIRST AID WEEK, MARCH 13-19

FIVE YEAR PROGRAM FOR THE RELIEF OF UNEMPLOYED

By J. E. Koonce, of Chadbourn

(This program appeared in the *News and Observer,* Jan. 10, 1932.)

We read in Scripture where it says "your young men shall see visions and your old men shall dream dreams." This program is not altogether a vision nor is it altogether a dream but a workable practical proposition.

Statistics show us that about 75 per cent. of our people live in towns and cities, 25 per cent. or thereabouts live in the country, whereas a few years ago, 25 per cent. of our people lived in towns and cities and 75 per cent. lived in the country. Much has been written and much spoken on the matter of an over-plus of population in our towns and cities. Our problem today is to move from towns and cities five or six million of our employed men and women and children during this program of 5 years in the rural districts and continue this work until we have our population nearly 50-50 equal in the towns and cities with our rural population.

Many of our people today living in cities would be glad to return to farm life and try farming over again but they cannot because they haven't the money to finance them for a year or a part of a year. To start again without money is impossible. How may we accomplish this stupendous task?

The foodless, jobless, homeless, thinly clad millions of men and women and children living in our cities today, supported largely by boards of charity and these boards of charity themselves supported by private individual gifts and donations through municipal, state and federal governments is an endless proposition and is growing worse each year. Our five year program will place these unemployed millions on farms and finance them for one year.

Hundreds, thousands, yes millions of dollars every year are solicited from our wealthy people with which to feed, house, clothe and warm this great army of unemployed people. My five year program will release these millions of dollars for other constructive humanitarian movements. The boards of charity and humanitarian movements like the Red Cross may continue their good work and use their funds for emergencies of which we have many.

My program will give homes to the homeless, food to the foodless, work to the jobless, and clothes to the thinly clad, therefore, it is worthy of our best thought and deserves our biggest financial support, and demands our most fervent prayers to God that we work it in the interest of suffering humanity.

My program undertakes to retire each year 20,000 families at an average of five persons to each family making $100,000 annually to be placed in homes on farms. In five years we would have placed 500,000 unemployed. Each state can absorb and assimilate 20,000 families annually at an average of five persons to the family which equals 100,000 persons, in five years totalling 500,000 or a total of 24,000,000 people for the entire forty-eight states. By this ratio of distribution our population in five years we will have almost as many people in the rural districts as we have in the towns and cities.

The settling on the abandoned farms and cleared lands of the United States 960,000 families will necessitate the building of 960,000 homes annually for a period of the five year program. This building program will create a demand for the trees in the forests and the lumber at the saw mills throughout the states and it will create a demand for other building material such as brick, cement, nails, tin and other sorts of material which enter into the construction of wood structure building. This building of 960,000 homes annually will give employment to hundreds of thousands of carpenters, brick masons, painters and cheaper daily laborers. Our estimate is that 200,000 to 300,000 laborers would be required to construct these homes and advance the program. This building program would create more business for

the insurance companies for all these houses would carry fire insurance. It would create more business for the electric companies for these 960,000 homes would have to be lighted. It would make more business for the radio companies for a large number of these homes would install radios. It would make more business for the furniture factories for these 960,000 homes would have to be furnished. It would make more business for the telephone companies for a large number of these homes would put in telephones.

The buying of 960,000 farms annually for a period of five years would create a demand for farming land for which there is absolutely no sale today. It would break up the large farms into smaller farms thereby enabling the large landlords to sell their farms and receive a reasonable price for them.

How may this stupendous task be solved? It will require lots of money annually and it will return to our State and federal government annually untold millions in taxes.

My five year program would first of all try to interest our President Herbert Hoover, requesting him to appoint an unemployment commission to serve for the five year period or longer if need to handle this program and make it fruitful of the best results to the nation as a whole.

If this five year program is feasible and our President finds it has merit we would suggest to him to take it up with Congress and if any lawmaking is needed have such legislation enacted as will make the program effective. In the event our President, Mr. Hoover, finds sufficient merit in the proposed program, try to get the Federal Government, to finance it. To finance my program will require the big amount of $2,000,000,000 annually which may be raised by a bond issue for this amount, annually, for a period of five years, maybe not that long to solve our problem. If the Federal government willingly appropriate $500,000,000 or less annually for the strengthening of our navy for the protection of the nation, it is not more expedient to appropriate $2,000,000,000 for the protection of our millions of starving men and women and children and for a constructive five year program to relieve if not cure our economic depression?

If our proposition may not become effective through Congress then let our President's unemployed commission seek to appeal and interest our multi-millionaires on the grounds of an investment and a humanitarianism. By forming a big company for pooling their $2,000,000,000 to be loaned to these $1,000,000 farmers and allowing to each farmer the amount of $3,000 with which to buy a farm, to build a house and stock the farm and furnish the house we may have a workable program. Let's take account of what can be accomplished with this $3,000 to each farmer. At the present price of farming land, he can buy 30 acres of cleared land or abandoned farm land at $30 or $40 per acre. At $30 per acre it would be an outlay of $900. A house can be constructed at present price of building material and present price of labor to accommodate a family of five for $1,000. It can be furnished comfortably for $300 to $400 and the farm may be stocked with from one to two milk cows, one mule or horse, four or five hogs, 25, 50 or 75 laying hens, at a price not to exceed $350, the total estimate for equipping this home and farm ready for the family to move in and go to work is $2,650 to $2,700, leaving this family a cash balance to deposit in the home bank of $300 to $350 to finance the home until a crop can be produced. Thus equipping the farm and buying the livestock will create a demand for horses, cows, hogs and poultry.

(NOTE: In view of the proposed expansion in the original program the figures $600,000,000 should be changed to $2,000,000,000. The plan of repaying would be an equal amount of the $3,000 be paid annually for a period of five years. At the end of five years if there is an unpaid balance allow the farmer an additional five years.)

Now we have the live-at-home slogan. In this home we find the family supplied with milk, butter, meat, chickens, eggs and all that will be necessary to buy will be coffee, sugar, flour and a few other articles of food to have a well balanced ration for the entire

(Continued on Page 178)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T. M. A.—

The first three members of the T. M. A. to pay their dues for 1932 are the following: **John R. Brownie,** of Norfolk, who represents the Dr. Miles Medical Co.; **C. Rush Hamrick,** of Shelby, who represents the Kendall Medicine Co., and **L. C. Sanders,** of Greensboro, who represents the Sterling Products Co. Thanks to each of you for your promptness!

—T. M. A.—

Come on, boys, don't be timid. Mail in your check for your 1932 dues NOW. Be co-operative!

—T. M. A.—

The officers and Board of Governors of the T. M. A. met in Greensboro on February 21. Plans were discussed for the entertainment of the convention which is to be held in High Point in June. Each member present was very enthusiastic over the prospects of having the largest attendance of any convention yet held.

—T. M. A.—

TALK ABOUT THE HIGH POINT MEETING!

—T. M. A.—

The Secretary wishes to correct a mistake in the list of members of the T. M. A. which was mailed to the retail druggists during February. **Walter R. Dickson,** of Charlotte, was listed as a representative of Johnson and Johnson. As we all know, Walter is with the firm of Bauer and Black. We apologize for the error.

—T. M. A.—

TELL THE DRUGGISTS ABOUT THE HIGH POINT MEETING!

—T. M. A.—

There are several new salesmen calling on the drug trade in North Carolina who are not members of the T.

—T. M. A.—

—T. M. A.—

M. A. All of them should become members so when you meet new men tell them about the T. M. A., write them up, and send their check in to the Secretary.

—T. M. A.—

PLAN TO ATTEND THE HIGH POINT CONVENTION!

—T. M. A.—

Mr. J. B. O'Bannon, formerly with the Scott Drug Co., of Charlotte, succeeds **Mr. Sterling Hubbard** in the territory for the Norris line of candies.

—T. M. A.—

The writer for the past few years has heard **"Bill" Burwell,** of "Lilly" fame go around proclaiming how high powered Lilly products were, but we had no idea they could be so high powered until the Sunday night of February 7. As we came from the post office in Raleigh we saw flames bursting from the cupola room atop the Raleigh Hotel, which has been occupied by Bill for the past several years. We immediately rushed down to the hotel expecting to see Bill coming out on his homemade fire escape. We were met, however, with a shower of water and Lilly samples coming from Bill's pent house. After the fire was extinguished it was found that the tenant had been out of the room for several hours. The supposition is then that the fire started from spontaneous combustion as the owner didn't carry any insurance. Bill had just gotten in a three-months supply of detail samples valued at several hundred dollars. These were totally destroyed. His personal belongings, however, were not damaged to any great extent.—F. L. B.

—T. M. A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Renewal of License and Drug Store Permit

Have you renewed your license to practice pharmacy and obtained your Drug Store Permit? Both the renewal license and the drug store permit must be obtained from Mr. F. W. Hancock, Secretary-Treasurer, North Carolina Board of Pharmacy, Oxford, N. C. Likewise, both the renewal license and the drug store permit expire on December 31st, of each year. However, sixty days is given after the expiration thereof within which these renewals may be made without penalty. According to the statement of Secretary Hancock, the number of delinquents this year is much larger than usual. For this reason, the writer is availing himself of this opportunity to remind our readers of the importance of obtaining renewal licenses and drug store permits within the time prescribed. Should you be one of those who has neglected attending to this important matter, send your application and check to Secretary Hancock on or before March 1, and thereby avoid being penalized.

Congress Still Looking for Revenue

The Ways and Means Committee of the House is still searching for sources of taxation that will produce sufficient revenue to meet the huge deficit of approximately two billion dollars. This Committee was expected to report the Revenue bill out some time late in February, but now there is no chance of getting it reported until some time this month. The Committee has been laboring under a veritable avalanche of objections to all the various taxes and tax increases proposed.

The new Secretary of the Treasury, Ogden Mills, has recently proposed to the Ways and Means Committee a general Manufacturers' tax of 2 per cent, estimated to net the Federal Treasury $600,000,000, a year. Originally the Treasury Department was opposed to such a tax. There has been a growing sentiment, however, among members of this Committee that a sales tax would have to be employed to meet the prospective deficit. Until this recent proposal by the New Secretary of the Treasury only selective sales taxes, that is, on a selected number of articles, including automobiles, toilet articles and cosmetics, radios, bank checks, etc., were considered by the Committee.

The Capper-Kelly Fair Trade Bill

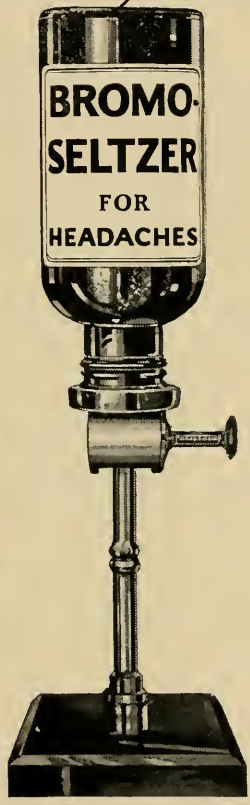
With the Capper-Kelly Fair Trade bill well advanced in the present session of Congress, the time is at hand for retail druggists and all other independent merchants to come out in the open and speak their minds, both clearly and forcefully, concerning present day conditions in the wide field of distribution as it affects such dealers in a close personal way.

The Interstate Commerce Committee of the Senate has this all important piece of legislation under consideration and the final decision of the Committee with respect to the bill depends in large measure upon the interest displayed by the great mass of independent dealers scattered throughout the various States of the Union.

Every one engaged in business at this critical stage in the nation's history knows only too well that prices have been cut and slashed beyond all reason and all too frequently with utter disregard for the actual cost of the merchandise laid down in the store, to say nothing of the overhead, which should always be taken into account. Now these are the very facts that must be impressed upon the members of the Interstate Commerce Committee of the Senate before the hearings close. The members of the Com-

AT YOUR FOUNTAIN





65 DOSES FROM EACH DISPENSING BOTTLE

● NO WASTE

● CORRECT DOSE

● LARGER PROFITS

BROMO-SELTZER
The National Headache Remedy

POCKET SIZE 12¢

EMERSON DRUG COMPANY

BALTIMORE  MARYLAND

YOUR

COTY

Requirements may now be met to better advantage than heretofore by us.

As we are pleased to announce having been appointed a

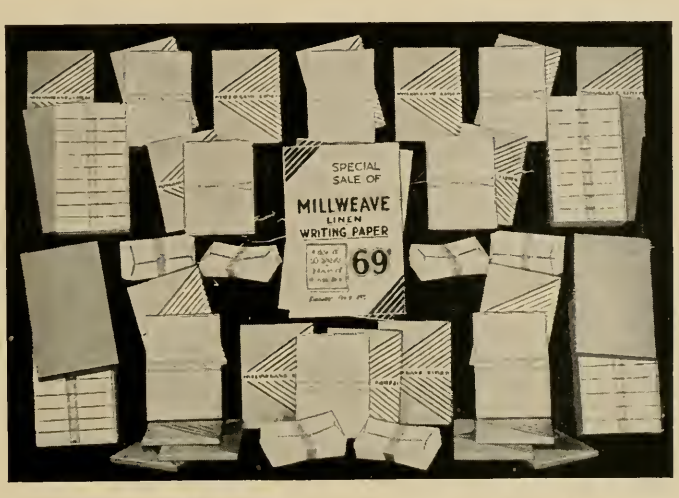
SPECIAL DISTRIBUTOR

For this world renowned line of exquisite toiletries.



THE BODEKER DRUG CO.
RICHMOND, VA.

Here's Another Dandy Package Paper and Envelope Deal Which Will Prove A Winner!



THE W. & W. MILLWEAVE LINEN DEAL NO. 868-A

20 Combination Sales Units of **Millweave Linen**

To Retail for 69c Each

With Display Cards for Window and Counter

EACH unit comprises a 60-sheet box of large flat sheets, white linen finish, and two packs of envelopes. Suitable for men's correspondence as well as for women.

The Deal Costs You $8.75—Brings in $13.80

Order One—Sell Your Customers Once—
and Watch 'Em Come Back for More!

THE BODEKER DRUG COMPANY

Distributors of
White & Wyckoff's Distinctive Stationery
RICHMOND, VA.

MERTHIOLATE

A bactericide and antiseptic destined to be well known and highly favored by physicians



MERTHIOLATE, LILLY, IS AN ORGANIC MERCURIAL COMPOUND EXHIBITED IN CONVENIENT FORMS FOR PRESCRIPTION SERVICE

ELI LILLY AND COMPANY

INDIANAPOLIS, U. S. A.

Research and Production In the Service of Medicine

mittee must be shown beyond all reasonable doubt that the state of demoralization into which business has fallen is in very large measure due to the lack of legal restraint on unreasonable price competition. That it is due primarily to this weakness in the legal machinery of the nation that the predatory price cutter is enabled to sow the seeds of discord and bring to naught efforts of honest merchants to earn a livelihood on the basis of a square deal for everybody concerned, from the producer right on down to the consumer. This is the issue raised by the Capper-Kelly bill and on this issue the independent merchants of the nation must be willing to stand or fall.

Reaffirming our belief in the scriptural doctrine that "The laborer is worthy of his hire", we do not hesitate to declare that honest merchandise upon which the seller has a fair profit should be the rule in all business transactions. We believe that the passage of the Capper-Kelly bill, reëstablishing the right of contract between producer and distributor, whereby a fair resale price may be maintained will encourage honest business methods and lead to greater efficiency in the distribution of dependable merchandise. We believe this legislation to be fair, reasonable and just because it protects the good name and good will of the producer of identified merchandise and affords the distributors and consumers of such products definite assurance that deceit, fraud and misrepresentation will no longer be tolerated by business or the government. We believe it is right because it enables the independent merchant of limited means to compete with more heavily financed institutions on the basis of service and efficiency rather than price alone.

The Capper-Kelly bill strikes a sledge hammer blow at monopoly in the entire field of distribution and the present tendency toward monopoly is, in our judgment, at least, the greatest evil now facing the people of the United States.

Price competition has had its fling and the results are too apparent to need any particular emphasis. It is, however, a fact that predatory price cutting has not only wrought havoc in the channels of trade, but actually driven the great mass of consumers to look for price rather than quality. The situation thus created has caused many a producer to lower the standard of quality to meet price competition, instead of maintaining or improving the quality of his products.—(Ed. N. A. R. D. Journal).

Druggist Liable for Goods Sold Under His Name

In a suit decided by the Minnesota Supreme Court a druggist is held to be responsible for a preparation sold under his own name but manufactured by others. In this case the complainant charged negligence against the Haney Drug Company in selling tablets that contained poison in quantities harmful to the human body. The evidence tended to show that the plaintiff was afflicted with a bad cold and requested the purchase of tablets previously contained in a box in his possession. The defendant drug company supplied tablets produced by a pharmaceutical manufacturer which differed in appearance from the tablets previously contained in the box, but were represented to be of standard strength and to contain only one grain of acetanilide, but when taken by the plaintiff it produced poisonous effects that incapacitated him from his usual work.

In rendering the decision the Court said:

But where the druggist obtains from a manufacturer tablets for medicine which he does not sell under the name of the manufacturer, but under his own name, accompanied by a statement that it was manufactured or prepared for him, in our opinion the druggists assume a responsibility equivalent to that of the manufacturer of the drugs, and the rule in that regard laid down in Willson v. Faxon, 208 New York 108, 47 L. R. A. (N.S.) 693, 697, applies. It is true that in that case a druggist sold a harmful preparation under a label which indicated that the druggist was the manufacturer thereof, but we think that he is equally responsible where he sells the medicine as prepared or manufactured for himself and does not disclose the name of the manufacturer. In the case at bar the printed slip

introduced by defendants as having accompanied the box stated "For many years we have put up and dispensed our reliable home remedies. . . . Our name on every box is your guaranty of their purity." (Standard Remedies).

Liability of Druggist for Mistake of Unregistered Clerk

It is elementary in the field of pharmaceutical law that the druggist is liable for the negligence of his employees. Like any other master, the druggist must respond in damages for the carelessness of his servants in the course of their employment.

Suppose, however, that the clerk is hired to sell merely, and is forbidden to mix drugs. And suppose, further, that in disregard of his instructions he undertakes to compound a prescription, and someone is injured thereby, is the druggist liable? In general, the answer has been in the affirmative.

One Nicholas Angelo, a registered pharmacist, has in his employ a clerk named DiNapoli. DiNapoli was hired to sell cigars, candy, patent medicines and the like, and was forbidden to put up prescriptions. The pharmacist lived over the store and instructed the clerk to call him, whenever a prescription was brought in.

While DiNapoli was alone in the store, a prescription was brought in by Elizabeth Nesci calling for, among other things, styptocin in 2 grain doses. The clerk undertook to fill the prescription himself, but unfortunately supplied strychnine instead of styptocine. Mrs. Nesci died and her husband brought suit against Nicholas Angelo, the pharmacist. A jury awarded a judgment of $6,000.00 against the druggist and he appealed to the Supreme Judicial court of the State of Massachusetts. The judgment was affirmed, and in the court's opinion, reported in Volume 249 of the Massachusetts Reports, at page 509, we find the following declaration:

"The prescription called for styptocin as one of the ingredients; and the presence of strychnine was due to a substitution of strychnine for styptocin in compounding the medicine. Strychnine is a deadly poison, and is never given in doses exceeding one-twentieth of a grain. Styptocin does not contain strychnine, and the prescription called for a dose of two grains.

The defendant (the pharmacist) contended that DiNapoli (the clerk) had no authority to put up the prescription and was not acting within the scope of his employment in compounding it. There was evidence that, when employed, DiNapoli was instructed that he was employed merely to sell cigars, candy, toilet articles, patent medicines, and such articles, but under no circumstances was he to put up prescriptions. He was not registered in Massachusetts under G. L. c. 112, Section 24, as a pharmacist; and no inquiry was made in regard to his registration elsewhere."

On the day the fatal error was made, DiNapoli was alone in the drug store, and the court pointed out that the signs about the place bore the legend "Prescriptions Filled." DiNapoli had a telephone number where his employer-pharmacist could be reached when needed.

The court concluded that the evidence was sufficient to justify the jury in finding that DiNapoli's acts were attributable to his hirer, in that he "possessed, in fact, from his employer, all the authority which leaving him as the only employee in a store which openly advertised to fill prescriptions would imply. Furthermore, they could find that he had been negligent in substituting strychnine for styptocin."

This often cited suit, popularly referred to as the Nesci case, is indicative of the holdings of the courts throughout the United States. The druggist is placed under active duty to see to it that prescriptions coming into the store reach competent hands. He cannot void liability for negligent compounding by private restrictions upon the powers of his employees. (Harold B. Spaeth, Counselor at Law, in N. A. R. D. Journal).

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Spring Cleaning!

March is spring cleaning time! In straightening up the basement or garret of your drug store you may come across volumes or even single numbers of pharmaceutical journals. Don't throw these away, but send them to the Library of the School of Pharmacy at the State University. Many such numbers are needed to complete volumes and sets of periodicals. Donations of books will be most thankfully received also. During the past year we have been exerting every effort to make the University pharmacy library more useful, not only for the advantage of the pharmacy students, but also for the benefit of the pharmacists of the State. However, many of our files are still incomplete. For instance, the Proceedings of the N. C. P. A. for 1887, 1890, 1891, 1893, and 1907 are lacking. If any of our readers can supply these numbers we shall be most grateful.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. Norman Lynch returns to North Carolina and the drug business! He has been associated with the Durham Pharmacy since February 1st as manager and part owner. However, he will not change his residence from South Carolina and he will retain his extensive farming interests in Marlboro County, S. C.

Born to **Mr. and Mrs. J. L. Thompson,** of Reidsville, on February 8 a son, Edwin Irwin Thompson. The proud father is connected with the Gardner Drug Co.

A satisfactory adjustment has been made by **Mr. R. H. Tucker,** of Reidsville, with the insurance company for the fire which damaged his store on December 30. The work of remodeling the pharmacy has already begun and Mr. Tucker hopes to be back in business within three weeks.

Friends will regret to learn that **Mr. Charles R. Thomas,** of Thomasville, is confined indoors with rheumatism.

Born to **Mr. and Mrs. J. T. Stevenson,** of Elizabeth City, on January 3, a son, Paul. Mr. Stevenson is a partner in the firm of Overman and Stevenson.

Born to **Mr. and Mrs. C. H. Beddingfield,** of Clayton, on November 13, a daughter, Cherie Barnes.

Mr. Carl Miller, formerly manager of the Davis Drug Co., of Roxboro, has purchased the Peoples Drug Store, at 13th and Market Sts., Wilmington. **Mr. J. Louis Cobb,** the former owner, is now located in eastern South Carolina. Wilmington is Mr. Miller's old home. He has been succeeded at Roxboro by **Mr. H. R. Simmons,** formerly with the Palace Drug Store in Goldsboro.

Mr. A. R. Summerlin, formerly with the Laurinburg Drug Co., of Laurinburg, will open a new store in that town shortly under the name of The Summerlin Drug Co. **Mr. A. F. Blue** succeeds Mr. Summerlin at the Laurinburg Drug Co.

Eastern Carolina News

F. L. Bundy, *Reporter*

Mr. W. M. (Billie) Fowlkes, of Rockingham, is now manager of the Wiggins Drug Store in Henderson.

Mr. and Mrs. A. C. Cecil, of High Point have just returned from a ten days vacation spent in Florida and Cuba. They report a grand time. Mr. Cecil is Local Secretary for the N. C. P. A. meeting in High Point, June 23-25, and is already formulating plans to see that the High Point convention is the best ever held.

Mr. L. D. Cain, of Fayetteville, is now manager of Wiggins (Person St.) Drug Store

in Raleigh. He was formerly with the Mann Drug Co., No. 1, High Point.

Mr. G. L. Sewell, of Swansboro, has accepted a position with the I. W. Rose Drug Co., of Rocky Mount. For the past few years Mr. Sewell has been with Hall's Drug Store, Fayetteville, and Futrelle's Pharmacy, Wilmington.

Friends of **Mr. Clyde Hargrove,** of Roanoke Rapids, are glad to see him back on the job "fresh as a daisy" after a recent illness. Mr. Hargrove is with the Carolina Pharmacy in Winston-Salem. This store was opened about two years ago by **Mr. Henry C. Newsome,** of Mooresville. It has progressed rapidly under Mr. Newsome's management and today it is one of the up-to-date stores in the "Camel City."

Mr. F. D. Williams for the past three years merchandising promotion manager for the O. Henry Drug Stores in Greensboro, has accepted a similar position with the Vick Chemical Co. in the Gate City. Mr. Williams will be in the office of the company in Greensboro about six months of the year and on the road six months. He was with the Owl Drug Co. for a number of years and is very capable as a merchandiser. The traveling men will all miss "Fred's" smile.

Mr. J. W. F. Wooten, of Fremont, is now with Futrelle's Pharmacy in Wilmington.

News from the State University

The Xi chapter of the Rho Chi Honorary Pharmaceutical fraternity at the University announces the pledging of the following pharmacy students: **G. C. Hartis,** Matthews; **Rose Lazarus,** Sanford; **C. B. Clark,** Williamston; **R. A. Buchanan,** Greensboro; **L. L. Rouse,** Holly Springs; **C. B. Strickland,** Stedman, and **W. W. Carroll,** Cooper. Membership in this organization is limited to pharmacy students who maintain a high scholastic average during two years of study and who in addition demonstrate qualities of campus citizenship that are of an outstanding character.

Mr. Wilbe Wilson, of Charlotte, district manager of the Coca-Cola Co., presented two lectures in the Howell Hall of Pharmacy on January 22-23. The first was in the nature of a sound motion picture, showing all the details of correct fountain service and how such service will not only increase the efficiency of a soda fountain but will result in increased sales. The second lecture dealt with the subject of efficient management in a drug store. Mr. Wilson was the special guest of the students in commercial pharmacy, under the direction of **Professor I. W. Rose.**

The freshman class in pharmacy has elected the following officers: **R. S. Whiteley,** of Greensboro, president; **C. L. Neal,** of Greensboro, vice-president; **J. F. C. Hunter,** Magnolia, secretary; and **J. D. Mitchell,** Piney Creek, treasurer.

A sound picture entitled, "A Romance of the Drug Industry," was shown on the evening of February 23 in the auditorium of the Pharmacy Building through the courtesy of Eli Lilly and Co.

Gifts to the Pharmacy Museum

The museum of the School of Pharmacy has been enriched by the following gifts:

An apothecaries old single arm brass balance standing two and a half feet high and brightly polished, was given by **Dr. E. V. Zoeller,** of Tarboro, following its continuous use by him for the past forty-six years, and previous to that owned and used by the McNair Drug Co., of Tarboro.

An old fashioned cork press continuously used for about forty years in the Rowland Drug Co., of Rowland, and presented by the proprietor of this firm, **Mr. Geo. K. McNeill.**

An old twine cage, long in use by **Mr. John H. Hardin,** of Wilmington, and an accessory of every drug store in the old days.

Six lithographed shelf bottles in use for thirty years. Presented by **Mr. F. G. Jacocks,** of Elizabeth City.

Thirty shelf bottles. In long use by **Dr. Elias Fulp** in his drug store. Presented by **Mr. M. I. Lasley,** of Winston-Salem.

Fourteen shelf bottles, used and presented by **Mr. R. T. Beck,** of Germanton.

Iron mortar and ointment jar given by the drug store of **M. E. Robinson and Brother,** of Goldsboro.

Other gifts will be announced as they are received.

General News Items

The central location of High Point in the Piedmont region makes it possible for druggists from every section of the state to attend the convention.

Mr. W. L. Rogers operates the Peoples Drug Co. at Rowland. This store was known as Barker's Pharmacy until it was purchased by Mr. Rogers a few months ago. He formerly owned a drug store in Gastonia.

Friends will be delighted to learn that **Mr. J. D. McMillan**, of Lumberton, is improving after a recent illness.

Mr. W. W. Carroll, of Cooper, is now located with the Boyce Drug Co. in Warrenton.

The A. V. Bancom Pharmacy in Apex was entered late at night recently by robbers, who evidently were frightened away or were only interested in what cash they could get. Entrance was affected by prizing the plate from the double front doors. The cash drawers were also prized open, but no money had been left in them.

Mr. J. V. Farrington, of Winston-Salem and Salisbury, is now with the Whelan Drug Co. in Durham.

Mr. K. W. Huss, of Cherryville, has accepted a position with the Nissen Drug Co. in Winston-Salem.

Mr. J. C. Ferrell, for many years with the Peabody Drug Co., of Durham, is now representing the Owens and Minor Drug Co. in territory adjacent to Durham.

The JOURNAL extends sympathy to **Mr. L. D. Cain**, now of Raleigh, in the loss of his mother and father, whose deaths occurred within a few days.

Mr. B. G. Warren, who has been with the Mann Drug Co., No. 2, of High Point, for the past several months, is now located with Bobbitt's Pharmacy in the Reynolds Building in Winston-Salem.

Mr. J. B. Connell, of Warren Plains and who is connected with the W. W. Parker Drug Co. in Henderson, recently enjoyed a week's vacation to Niagara Falls and other points of interest in northern New York.

Hard surface roads lead in all directions from points near and far to High Point.

Mr. Warren A. Ratley, formerly with Vinson's Drug Store in Goldsboro is now with the Scotland Drug Co. in Laurinburg. Mr. Ratley passed the state board examinations in November, 1931.

Mr. Robert G. Garland, manager of the Mann Drug Store, No. 2, in High Point, is recovering at his home following an illness with diphtheria.

Mr. B. N. Austin, who has been with the Childs-Wolfe Drug Co., of Lincolnton, for the past month or two, on January 11 accepted a position with the Griffin Drug Co. in Kings Mountain. He has been succeeded in Lincolnton by **Mr. C. I. Webb**, formerly with Eckerd's Drug Store in Charlotte.

We are delighted to report that **Mr. T. C. Spencer**, proprietor of the McCall Drug Co. in Rocky Mount, is back at his store for a part of each day following a recent illness.

The JOURNAL is delighted to welcome as members of the N. C. P. A. **Messrs. E. L. Kritzer**, of Purcell's Drug Store, No. 1, Salisbury; **E. F. Glenn**, of the Matthews Pharmacy, Fayetteville; and **B. Frank McMillan**, of the Lumberton Drug Co., Lumberton.

The United Retail Drug Store in Winston-Salem sustained a heavy loss of between $8,000 and $10,000 from a fire recently which started in the basement. Repairs have already been begun under the direction of the manager, **Mr. M. I. Lasley.**

Mr. J. V. Thompson, of Hendersonville, has accepted a position with Slack's Pharmacy in Brevard. He succeeds **Mr. H. A. Saxon**, who resigned and is now making his home in North Wilkerboro.

We understand that the Bailey-Sessoms Drug Co., in Williamston has recently changed hands, **Mr. J. G. Staton** having purchased the stock and fixtures.

Mr. C. V. Davis, of Southport, for several years with the Albemarle Pharmacy in Elizabeth City, is now with the Nansemond Drug Co. in Suffolk, Va.

Mr. Chas. Taylor, of Charlotte, is now located with the Summey Drug Co. in Mount Holly.

Mr. D. R. Davis is again with the I. W. Rose Drug Co. in Rocky Mount. For the

past several months he has been connected with the Davis Pharmacy at his old home in New Bern. **Mr. H. S. Sedberry,** of Fayetteville, is also with the I. W. Rose Drug Co.

The JOURNAL offices were delighted to receive a visit recently from **Mr. J. E. Murray,** Vice-President and Treasurer of the Emerson Drug Co.

The JOURNAL extends sincerest sympathy to **Mr. O. T. Alexander,** of Alexander's Drug Store in Waynesville, in the death of his mother. Mrs. Alexander, Sr., died in her seventy-eighth year.

McNairy's Drug Store in Lenoir has moved into new quarters in the Blackwelder Bldg. The new store is most attractive and provides adequate quarters for the firm. **Mr. J. R. McNairy** is the proprietor.

A revised list of the members of the Traveling Men's Auxiliary has recently been mailed out. When you receive a copy look it over carefully and "wherever possible give preference to the traveling men who belong to the T. M. A." These men are already boosting the High Point convention; they deserve your support!

The Greensboro Daily News carried the following paragraph a few days ago: "**Earl Weatherly,** of the Stratford-Weatherly Drug Co., has a contribution to the many strange stories of this warm winter. According to Mr. Weatherly, his uncle was walking in the fields when he found two partridge hens sitting on nest—with eggs under them. Partridges in this section of the country usually do their nesting in the spring or early summer, according to venerable huntsmen who know what they are talking about. The fact that the birds join with the flowers in proclaiming the advent of spring certainly does show up winter as a false alarm this year."

Mr. N. F. Marsh, of Greensboro, has succeeded **Mr. James Kerr** as pharmacist with the Liberty Drug Store, of Liberty.

Lilly Organization Changes

At the annual meeting of Eli Lilly and Co., held at Indianapolis, January 26, **Mr. Eli Lilly,** grandson of the founder of the corporation, succeeded his father, **Mr. J. K. Lilly,** as president of the company. **Mr. J. K. Lilly** was elected to the newly created office of chairman of the board, and will, as heretofore, continue to be active in the business only relinquishing the greater responsibilities to his elder son. **Mr. Chas. J. Lynn,** formerly secretary and general manager, was elected a vice-president.

Unguentine Radio Programs

The Norwich Pharmacal Co. has added the power of radio to its advertising campaign this spring. About twenty-five stations from coast to coast will be hooked up for the broadcast. "The entertainment act takes the form of a series of radio visits to the nation's hospitals to which the public is also invited to listen in." In addition to featuring Unguentine each broadcast will acquaint listeners with other of the Norwich products.

Portrait of Dean Howell Presented

A portrait of the late **Dean Edward Vernon Howell,** head of the School of Pharmacy at the State University from its beginning in 1897 until his death on February 14, 1931, was presented to the School with appropriate exercises on the afternoon of February 15. The portrait is the gift of **Mr. J. Edward Murray,** vice-president and treasurer of the Emerson Drug Co., and a nephew of the late **Captain Isaac E. Emerson.** Mr. Murray was graduated from the University's Pharmacy School with the class of 1913 and has shown keen interest in its progress. Dean Howell and Mr. Murray were close friends. The portrait was painted by **Mr. Willem Wirtz,** of Baltimore, who knew Dean Howell personally. It is an excellent likeness. The exercises were held in the library of the Howell Hall of Pharmacy, so named by the trustees for the late Dean, and were attended by a large group of relatives, colleagues and students. **Mr. G. C. Hartis,** of Matthews, president of the Senior Class in the Pharmacy School presided. **Mr. F. O. Bowman,** general counsel for the North Carolina Pharmaceutical Association, presented the portrait in behalf of the donor, who was unable to be present. It was accepted for the

School by **Dean J. G. Beard**, and in behalf of the general University by **President Frank P. Graham.** Then **Dean W. W. Pierson** of the Graduate School delivered a memorial tribute in behalf of the Edward Vernon Howell Memorial Committee appointed by President Graham.

Piedmont Topics

John K. Civil, *Reporter*

Mr. G. L. Nye, formerly with the Scott Drug Co., of Charlotte, has accepted a position with the Walgreen Drug Co. in the same city.

Mr. Sam Hall, of Burwell and Dunn, of Charlotte, has given up his South Carolina territory where he has traveled for the past fifteen years, to take over special work on the specialties line of the company in the two Carolinas. He will still make headquarters in Charlotte.

Mr. M. C. McCord, of the Scott Drug Co., Charlotte, has made Charlotte his permanent headquarters having recently purchased a beautiful home at 2100 Kenmore Ave.

Mr. C. L. Yates, of the Yates Pharmacy, of Charlotte, recently completed eighteen years of service at the same store, his pharmacy being the oldest drug store in Charlotte under the same management.

Mr. J. S. Furman, who has been doing special laboratory work for Parke Davis and Co., has taken over the territory recently covered by the late **Mr. J. H. Bobbitt.** Mr. Furman will stay on the territory until a permanent successor to Mr. Bobbitt is named.

Mr. J. B. Bradford, of Fort Mills, S. C., has accepted a position with the Norwich Pharmacal Co., with headquarters in Savannah, Ga.

The many friends of **Mr. J. P. Stowe**, of Charlotte, will be glad to hear of his recovery from several painful boils on his neck.

Mr. J. S. Nance, of the Carolina Cut Rate Drug Store, of Charlotte, has taken charge of the store for night work. This is the only drug store in Charlotte open the entire night.

Mr. J. Floyd Goodrich, sales manager of the B. C. Remedy Co., was seen in Greenville, S. C. territory on his way to Texas. He reports good business for his company.

Mr. J. M. Spoon, of Charlotte, has recently opened a third ice cream parlor in the Queen City.

Mr. E. P. Crawford, owner of the Crawford Drug Co. in Lenoir, has purchased the R. A. Grimes Drug Store in Hickory. **Mr. W. R. McDonald**, originally of Waxhaw, is manager.

Mr. C. T. Capehart, for the past twenty-two years with Liggett's Drug Store in Charlotte, has been retired by the firm.

The many friends of **Mr. J. A. Suttle**, of Shelby, will be glad to learn he has recovered from a two weeks' illness.

The Eckerd chain will open a store in Greensboro about the first of March.

The Horseley Drug Store, of Bessemer City, recently closed, has been bought by **Mr. C. S. Black** and is called the City Pharmacy.

Mr. F. B. Douglas, for the past five years with the Scott Drug Co., of Charlotte, has accepted a position with the Peabody Drug Co., of Durham.

Mr. Ed Gibson, for many years in North Carolina with the H. K. Mulford Co., has accepted a position with John Wyeth Bros., and is making Columbia, S. C., headquarters.

Marriages

Miss Irene Ellen Parker and **Mr. Otho Crowell Edwards**, both of Raleigh, were married at high noon on January 20 in Reidsville. The bride is originally from Louisburg, while Mr. Edwards formerly lived in Neuse. He graduated from the State University in 1921 and secured his license as a pharmacist the same year. He is a member of the Kappa Psi fraternity. Following a brief trip to Washington, D. C., and other northern points, Mr. and Mrs. Edwards are making their home at 1209 Wake Forest Road, Raleigh. Mr. Edwards is the proprietor of the Edwards Drug Co. in the Capital City.

Births

Mr. and **Mrs. F. T. Mitchell**, of Fairmont, announce the birth of a daughter, Anne Troy,

on December 30. The proud father is associated with the Robeson Drug Co., in Fairmont.

Deaths

Mr. Walter E. Hutchins, formerly of Chapel Hill, died in Winston-Salem, on January 10. He had been connected with drug stores in the Twin City for a number of years. The funeral services were conducted at Orange church near Chapel Hill according to the Masonic rites.

Friends were shocked to learn that **Mr. James H. Bobbitt** had killed himself at his home in Charlotte on the morning of January 28, following several months of ill health. For many years he played a prominent part in pharmaceutical affairs of the State. He was born on July 4, 1865 in Olin, Iredell County, the son of Rev. James B. Bobbitt, D. D. and Mary Miller Bobbitt. His early education was obtained in the schools of Raleigh and from 1882-85 he was a student at the State University. He obtained his apprentice training in the Bobbitt-Garrett Drug Store, of Raleigh, and also under **Mr. John I. MacRae** in the same city. He was president of the N. C. P. A. 1894-95 and a member of the Board of Pharmacy 1900-02. He resigned in the latter year as he was moving to Baltimore. He remained in Maryland for twelve years where he organized and operated the Bobbitt Chemical Co. He returned to his native State in 1914 and since that time had represented Parke, Davis and Co. in Charlotte territory.

Mr. J. B. S. McIntosh died during the month of December at his home in Brevard after a long illness. Mr. McIntosh was licensed as a pharmacist in 1881 and for many years practiced his profession in Waynesville, where he owned one of the first drug stores to be established west of Asheville.

Mr. D. Thomas Briles, prominent Rocky Mount druggist and member of the city board of alderman, died at his home on February 12 following a long illness. Mr. Briles was born in Davidson County, Jan. 28, 1889, the son of Thomas J. and Nannie (Westmoreland) Briles. He held a position with the drug store of H. R. Horne and Sons in Fayetteville from 1908 to 1918 and was licensed as a pharmacist in 1914. In 1918 he moved to Rocky Mount and formed a connection with the I. W. Rose Drug Co. He was secretary-treasurer of this pharmacy at the time of his death. He took a prominent part in the civic affairs of Rocky Mount and was a Mason, a Kiwanian, a member of the merchants association and the chamber of commerce. He married Miss Jessie MacMillan, of Fayetteville on January 12, 1916. Funeral services were held from the First Presbyterian church in Rocky Mount and the remains were carried to Fayetteville for interment.

FIVE YEAR PROGRAM

(Continued from Page 168)

family, by thus enriching the health of our people. The cash balance deposited in the home bank will enable the family to pay cash for the fertilizer used on his farm, to pay cash for his needed food, to pay his doctor's bill, to pay his drug account, to pay his preacher and all said he will operate on a cash basis the first year.

Not all of these families moved from the cities on these various farms will know how to till the land and how best to manage in cultivating the various food crops and feed stuff for the livestock.

My program will solicit the assistance of our agricultural department of our Federal government and this department will in turn solicit the various state departments of agriculture to aid in working out the best method of farming for these inexperienced people on the farm for the first time in their lives.

EXTRA PAY FOR EXTRA DUTY

(Continued from Page 163)

get it without protest because all of them do it and patients expect it. The same statement applies to dentists. Why then do druggists suppose their time, their lost sleep and rest, are less valuable and hence make no charge? Echo answers, Why?

CAPUDINE PROFIT?

OR PROFIT!

Capudine is being constantly advertised day in and day out—telling the world that Capudine is the logical antidote for headaches, neuralgia and other pains, because of its quick, sure relief and safety.

Capudine pays handsome profits. Are you getting your share of it? Buy the $20.00 deal from your jobber and you will receive a 7% bonus check from us in addition to your jobbers regular discount.

Write us for one of our newest 8 color window displays to tie in with our newspaper advertising and make Capudine one of your best selling and largest profit items in your store.

CAPUDINE CHEMICAL CO.
RALEIGH, N. C.

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Please Answer the Following and
Return Immediately

No. 8 Cobb Terrace
Chapel Hill, N. C.

Your Name

Present Address

Class of..... Date Initiated.....

Popularity Proves Its Great Value—

Thedford's
BLACK-DRAUGHT

has been accepted by millions of people, in the course of nearly a century, as their favorite remedy for constipation, indigestion and biliousness.

DISPLAY IT ON YOUR COUNTER!

THE CHATTANOOGA MEDICINE CO.,
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PRINTED & LITHOGRAPHED

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HINGED BOXES

WILL MAKE YOUR CAREFULLY COMPOUNDED PRESCRIPTIONS "LOOK THE PART" PRICED SO LOW EVERY DRUGGIST CAN USE THEM. GET OUR LATEST SAMPLES AND PRICES

J. G. BARNETTE
310 HAWTHORNE LANE CHARLOTTE, N. C.

E.B. READ & SON CO. BALTIMORE MD.

All for HAH *Beauty*

HARRIET HUBBARD AYER

"The Repeating Line"



Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
Hair Preparations	Manicuring Requisites
Bath Luxuries	Perfumes

"Used by Women Who Know"

HARRIET HUBBARD AYER, Inc.

323 East 34th Street

London **NEW YORK** **Paris**

DISTINCTIVE



DIXIES are built with a painstaking care to please every demand. With immaculate white or one of the delicate colors they are dainty enough for feminine discrimination — yet so sturdily constructed they withstand unusual use. Accept no substitutes.

GARLAND C. NORRIS & COMPANY

Member
T. M. A.
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Raleigh, North Carolina

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In Any Style, Size, Shape or Colors

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EPHEDROL

WITH ETHYLMORPHINE HYDROCHLORIDE*

A distinctive, palatable, and effective cough remedy developed in the pharmacologic laboratories of Eli Lilly and Company.

Ephedrol combines the antispasmodic property of Ephedrine with the anodyne and expectorant qualities of Ethylmorphine Hydrochloride, Potassium Guaiacol Sulphonate, Squill, Tolu, and Menthol.

Supplied in Pint and Gallon Bottles.

The Peabody Drug Company
Durham, North Carolina

* Exempt Narcotic

VALENTINE'S MEAT JUICE



In Gastric Irritation and disturbances of the digestive system from any cause.

In Pneumonia, Influenza and other Wasting, Acute or Febrile Diseases.

In Prolonged Labor, before and after Abdominal Operations and in Critical Crises:

When other forms of food fail, Valentine's Meat-Juice will nourish and sustain.

In constant use in Hospital and Private Practice and endorsed by eminent Medical Men throughout the world for over Fifty Years.

½ Dozen$5.00
1 Dozen 9.00

Cash with order, Delivered
or
Through Jobber
Retail Price (per bottle).....$1.00

Physicians and Hospitals are invited to write for clinical reports and booklets

VALENTINE'S MEAT-JUICE COMPANY, Richmond, Virginia

Recently an Eastern Druggist allowed some of his Fire Insurance to lapse—subsequently fire cost him nearly $900.00 because he then did not have enough Insurance.

If Your Store Burned Tonight Have You Enough Insurance?

Enough of the right kind—Capital Stock—the only kind entirely free from Liability for Assessment and other uncertainties.

Ours is the only Druggists' Capital Stock Fire Insurance Company.

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY

American Bldg. Cincinnati, Ohio

Worthwhile premium savings. Specialist drug store adjusters.

Every Retail Druggist should have at least part of his Fire Insurance with this Company.

Some of our State Agents

N. F. Reiner
250 Kimberly Ave.
Asheville, N. C.

A. A. Coleman
Greenwood,
South Carolina

A Sensational Camera Offer



$1.50 VALUE ONLY 75c

HERE'S a sure-fire sales builder. It's a brand new $1.50 value colored box camera that costs you only 75 cents, and can be sold as a 98-cent special—an astoundingly low price for a colored box camera so attractively and beautifully built as the Model E. The supply is limited, and is restricted to those dealers who have bought an Agfa 1931 Film Cabinet Deal. In blue, gray, green, and red, the Agfa Ansco Model E at this special price, is the sensational box camera of the year. Ask our salesmen about this special Agfa Ansco Model E Box Camera offer.

AGFA ANSCO
MODEL E
in four colors

POWERS - TAYLOR DRUG CO., INC., RICHMOND, VA.

When They Clean Up You Clean Up, Too

Every year the American housewife begins to get fretful around March. Husbands who recognize the signs plan hunting or motor trips for they know what's ahead. They know that soon every room in the house will be torn apart and that no objections that can be offered will stay the wife who is bent on Spring housecleaning.

Druggist husbands can get some consolation from the annual orgy by making the feminine urge for the Spring upheaval pay dividends.

By means of window displays and open stand displays inside of the store, featuring products needed in household cleaning, the dollars can be made to flow in. Try out this plan.

Just a few of the items you should be placing in stock now are listed here. They will move fast during Spring housecleaning time.

Sponges	Chamois
Rubber Gloves	Soap
Brushes	Disinfectants
Moth Balls	Dust Mops
Moth Killers	Sprayers
Scouring Powders	Silver Polish
Metal Polish	Furniture Polish
Floor Polish	Hand Lotions

Liniments

Check this list with our representative!

Justice Drug Company

North Carolina Service Wholesaler

Greensboro, N. C.

A. D. POLLARD
407½ W. Park Drive
Raleigh, N. C.
Telephone No. 1600 J

Stephen F. Whitman and Son, Inc.
Whitman's Chocolates and
Confections

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First Aid Week
March 13-19

The S. E. Massengill Co.
Manufacturing Pharmacists,
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Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules, Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc.
The oldest and largest pharmaceutical manufacturers in the Southern States. Write for Catalog.
Branches
Kansas City, Mo. New York, N. Y.

Muth Brothers & Company
IMPORTING AND WHOLESALE DRUGGISTS
Drugs, Chemicals, Druggists' Fancy Goods and Specialties
Foreign and Domestic Botanical Drugs
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DANISH OINTMENT
(Tilden)
The approved 24-hour treatment for
SCABIES
Per pound $1.28 Dozen 2-oz. jars $3.00
(Above prices do not include delivery charges)
A trial will convince you
(Physicians' sample free upon request)
Prepared only by
New Lebanon, N. Y. THE TILDEN COMPANY St. Louis, Mo.
Pharmaceutical Chemists since 1848

NORFORMS

THE NORWICH FORM OF FEMININE HYGIENE



Greatly increased advertising campaign for Norforms suppositories, will make them one of your leading money-makers.

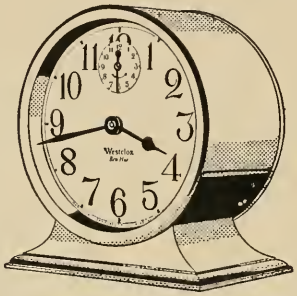
Norforms are a Norwich success second only to Unguentine. The medical profession and the public recognize Norforms as the ideal formula in the ideal form. You have found Norforms leading sellers at fine profits in the past—"but you ain't seen nothin' yet!" New and increased Norforms Magazine and Newspaper advertising, plus extensive sampling of physicians, will double your fine profits from this source. We just want you to know!

REACHING MILLIONS . . . Norforms advertising is appearing in six great national magazines, with extra local newspaper support, in New York, Chicago, Baltimore, Washington, Philadelphia and Buffalo.

DISPLAYS . . . The popular Norforms Counter Display and booklet dispenser is now ready in a gorgeous new and improved edition. A credit to your store. Ask for one—it sells a lot of Norforms.



The NORWICH PHARMACAL CO.,
NORWICH, N. Y.



Westclox

Makers of Big Ben
Speaks for itself

Special Assortment No. 109

Consists of 2 Americas, 2 Sleep Meters, and 2 Ben Hurs, assorted finishes, packed with attractive display stand.

If you are looking for a real bargain in clocks, here it is—at regular prices, no extra charge for display stand—let us have your order today.

W. H. KING DRUG COMPANY

Wholesale Druggists

Raleigh, N. C.

"The House of Friendly Service"

THE SEEMAN PRINTERY, DURHAM, N. C.

VOL. XIII No. 8

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

APRIL, 1932



O. Henry Drug Store No. 1, (H. Floyd Coble, owner), 121 South Elm Street, Greensboro, North Carolina

In this store O. Henry (William Sidney Porter) was employed by his uncle as clerk for five years. Here he was loved by old and young, white and black, rich and poor.

The above inscription is on a bronze tablet given Dr. Coble by the Rotary Club, and installed on the front of the store for the benefit of those passing. We are proud as a company to have had the distinction of being selected to design and manufacture the fixtures for this nationally known drug store.

THE GEORGIA SHOW CASE COMPANY
MONTGOMERY, ALABAMA
Designers and Manufacturers of High Class Store, Bank and Office Fixtures
Wire or call us collect
Representative
Vance Apartment No. 1 O. T. WOOD Greensboro, N. C.

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ESTABLISHED EIGHTEEN SEVENTY-FOUR

"OLD TREES ARE GOOD COMPANY"



THE cut-price fountain, minus quality, is the one to buy if the first cost saving of a few dollars is more to be considered than the one that is reputable in all ways.

THE quality of Green fountains never warranted a cheapened price, nor did our customers expect it. A soda fountain can be "gyped" just the same as any other article and there are scores of people who can say that they made a mistake when they bought their fountain on "looks" and "promises" at a very cheap price.

BUY A GREEN AND PLAY SAFE

STAINLESS STEEL CHROMIUM PLATING
NO WOOD USED IN GREEN CONSTRUCTION

"SUPER-CYCLONE"
SODA COOLER

ROBERT M. GREEN & SONS

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The medical profession is evidencing a very keen interest in this latest advance in vitamin therapy.

10 drops once a day *(or one 3-minim capsule)*

equals a teaspoonful of cod liver oil three times a day

Parke-Davis Haliver Oil with Viosterol-250 D is standardized to contain 60 times the vitamin A potency of high grade cod-liver oil. It is equal to Viosterol in vitamin D.

Let your physicians know that you can supply

Parke-Davis Haliver Oil
with Viosterol—250 D

Packages: 5-cc. vial, with dropper; 3-minim capsules, 25 in package.

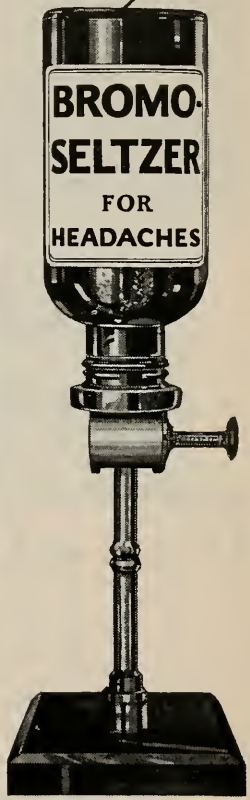
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The world's largest makers of pharmaceutical and biological products

AT YOUR FOUNTAIN





65 DOSES FROM EACH DISPENSING BOTTLE

● NO WASTE

● CORRECT DOSE

● LARGER PROFITS

BROMO-SELTZER
The National Headache Remedy

POCKET SIZE 12¢

EMERSON DRUG COMPANY

BALTIMORE  MARYLAND

For 25 *years*

the LEADING

SURGICAL DRESSING POWDER

BECAUSE of its unique healing effect, B-F-I early established itself as the leading dressing powder.

It promotes healing, helps prevent infection, is soothing and astringent, and does not cake. Relieves blisters, chafing, cuts, tired and aching feet, insect bites, poison ivy and sunburn.

The profit side of the picture makes B-F-I (Bismuth-Formic-Iodide Compound, Mulford) an attractive proposition for the merchandising druggist. Ask the Sharp & Dohme representative.



IN SMALL *and* LARGE SIZES—25¢ *and* 75¢

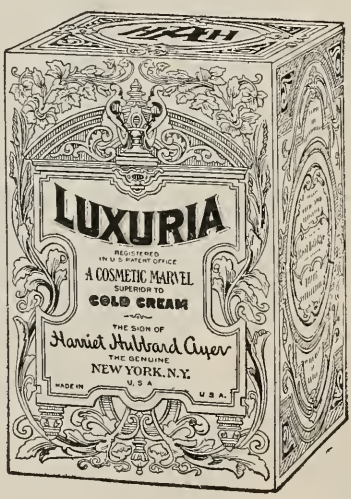
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Face Creams
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Vanity Cases
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"Used by Women Who Know"

HARRIET HUBBARD AYER, Inc.
323 East 34th Street
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THIS AD KEEPS THE CASH REGISTERS RINGING

THIS ad is a business getter. It sends a constant stream of people into drug stores asking for Stanback Headache Powders.

And when you make one sale, you make a steady customer. Because Stanback users *repeat*.

QUICK RELIEF FROM HEADACHE

Stanback Headache Powders relieve headache in a jiffy, also the pains of women's "monthly curse" if of a purely functional nature. They also relieve neuralgia pain, grippe ache, sore throat ache, fever ache, aches from colds, muscle ache, bone ache and nervousness.

Ask for Stanback Headache Powders by name. Look for the name Stanback Headache Powders on the blue and yellow package. Refuse the unfair offer of "something just as good." Get Stanback Headache Powders which have been giving prompt, pleasant relief from the above aches and pains for 20 years. They are not made out of opium, morphine, codeine or chloral and form no habit. Ask for Stanback Headache Powders by name and get what you ask for. 10c.

STANBACK COMPANY
SALISBURY, N. C.

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WILL MAKE YOUR CAREFULLY COMPOUNDED PRESCRIPTIONS "LOOK THE PART" PRICED SO LOW EVERY DRUGGIST CAN USE THEM. GET OUR LATEST SAMPLES AND PRICES

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Sell and Guarantee

Dr. David's Sanative Wash

For Fifty Years a Success

Order from your Jobber

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Incorporated
Richmond, Virginia

A Sensational Camera Offer



$1.50 VALUE ONLY 75c

HERE'S a sure-fire sales builder. It's a brand new $1.50 value colored box camera that costs you only 75 cents, and can be sold as a 98-cent special—an astoundingly low price for a colored box camera so attractively and beautifully built as the Model E. The supply is limited, and is restricted to those dealers who have bought an Agfa 1931 Film Cabinet Deal. In blue, gray, green, and red, the Agfa Ansco Model E at this special price, is the sensational box camera of the year. Ask our salesmen about this special Agfa Ansco Model E Box Camera offer.

AGFA ANSCO
MODEL E
in four colors

POWERS - TAYLOR DRUG CO., INC., RICHMOND, VA.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, June 21-23 with The Hotel Sheraton as Convention Headquarters.

The summer examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, June 14, 1932.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Dollars for Sale at a Discount

Suppose you could buy U. S. dollars for eighty cents apiece, how many would you purchase? All you could buy, of course. Unfortunately we cannot tell you where to get such a deal on dollars but we do know where you can find a real bargain. You will have to go after the goods, however, because they are not delivered.

Any druggist who will take the time and trouble to go to High Point on June 21-23 and attend the meeting of the N.C.P.A. will find there a dollar in value for every eighty cents spent. This is not a frivolous statement but a fact. Furthermore, going there is a duty you owe to yourself and your work. Of course, you can say that you are an independent citizen who after paying your bills and living morally have settled all accounts, but would this be true? You can progress but little faster and further than the class to which you belong. As their fortunes go up or down your own fate takes the same general turn. You and they are in the same boat and every idle oar slows down the speed. With everybody pulling hard and *all together* we can get somewhere, but even if everybody pulls but some in one direction and some in another the speed will not only be spoiled but no one knows what direction the boat will take. The High Point convention can be used—should be used—as a co-ordinator. We can decide not only what to do but how to do it. We can set our compass by a certain star, agree to pull in unison, and without wasting energy, get into port. It would pay any traveler well to get into such a boat, pick up a paddle, and pull. There are other boats, of course. that you can board but no other offers such good transportation facilities as the one we are trying to book you for. How about a ticket? We are offering a 20% reduction in rate: a dollar for eighty cents. Accommodations for every druggist in North Carolina.

Selling Goods Below Cost

Every person in business regardless of whether he be manufacturer, wholesaler, or retailer has one dominant purpose and that is to make a profit on the thing he produces or sells. This profit must be sufficient to pay for the goods used or sold, to take care of overhead, and to yield a small income upon the money invested in the business. A business can sustain itself only so long as the invested capital produces a certain percentage of income. When the income falls below that of invested capital, then the business fails. Selling merchandise below or even at cost is the surest way to ruin. No business can exist without a profit. *The Saturday Evening Post*, issue of February 13, has a most enlightening article on selling merchandise below cost and the very far reaching effects of doing business on that principle. Incidentally, the article classifies price-cutting into two kinds—constructive price-cutting and predatory price-cutting. We recommend that you read this splendid article very carefully.

The Capper-Kelly Bill Soon to Be Reported

As the JOURNAL goes to press the Senate Interstate Commerce Commission has not decided whether to report the Capper-Kelly Bill favorably or unfavorably. Proponents of the measure were first heard, with pharmaceutical organizations bearing the brunt of the fight; then opponents were given their day in court. Before this issue appears our readers will know the decision of the Committee. If the bill is reported out favorably a real victory will have been achieved with a bigger fight still to come on the floors

of Congress. If an unfavorable report is issued, then the whole question is dead for awhile. Whatever the result both sides certainly know they have been in a fight. Incidentally the N.C.P.A. did its share of scrapping. Later: We have just learned that the bill was reported out "without prejudice."

Lifting the Limits on Whisky

The N.A.R.D. at its last convention passed a resolution aimed at co-operation with physicians in the enactment of a congressional regulation that will take away the restriction that now limits the quantity of whisky a doctor may prescribe. Such a resolution would let the judgment and conscience of the physician be his guide.

The editor of the JOURNAL is frank to admit that he is horribly prejudiced against medicinal whisky and will always do his modest best to keep the North Carolina Legislature from making legal the sale of the stuff in drug stores in this State. Having thus admitted his bias in the matter in order that readers may discount his preachments, the editor wants to ask why doctors should be considered sacrosanct persons who alone of all people should be given absolute liberty in directing the use of whisky. If whisky *is* a necessary medicine why is not a pint a sufficient quantity to give one patient? The law permits this amount in those states that allow its sale. If in the judgment of physicians one pint is not sufficient in exceptional cases, then let the amount be increased, but in any case we contend that there should be a fixed limit. Morphine is a drug that is far more necessary than whisky. Restrictions of another sort but yet far more exacting are thrown around its sale. Sometimes these restrictions are vexations but no sensible person would urge their cancellation on that account. When the federal law was passed allowing the sale of medicinal whisky in limited amounts in states that sanctioned its use no objections were offered. Only in recent years when a considerable part of the nation has become violently "wet" has the law become objectionable. If Congress deems it wise to wipe the Volstead Act from the statute books we sha'n't rush into print about the action, but we object strenuously to drug stores being made the sales agents for as much whisky as doctors may care to prescribe. The average physician would never abuse the privileges of the proposed change in the law but enough would do so to create an objectionable condition in which the drug store would bear the stigma of "Little Bar-room." This we object to violently.

Druggist's Liability for Sale of Goods

When a druggist obtains from a manufacturer tablets for medicine which he does not sell under the name of the manufacturer, but under his own name, accompanied by a statement that it was manufactured or prepared for him, the druggist assumes a responsibility equivalent to that of the manufacturer of the drugs. This was the decision of the Minnesota Supreme Court in the case of Tiedje vs. Haney, et al., recently handed down. (E. C. Brokmeyer, Washington representative of the N. C. P. A.)

Eight Suggestions for Improving Retail Advertising*

In an effort to eliminate as much as possible of the waste in advertising the National Retail Dry Goods Association, through the latest issue of its "Data Book," prepared by the Sales Promotion Division, makes eight pertinent suggestions for the improvement of retail copy in 1932:

1. Do not limit advertising to low-priced items—try to raise the average sale and appeal to each class of customer;
2. Inject more human interest into copy and spend more time in the conception of ideas;
3. Clean up high-pressure advertising;
4. Analyze slipping departments and decide upon new promotional plans to increase their volume and profit;
5. Make window and interior display sell;
6. Inject showmanship into promotional plans with contests, lectures, fashion shows and the like;
7. Improve best-seller systems;
8. Study your store and its customers

* Reprinted from *Domestic Commerce.*

Drop in Sales Follows Draping of Window*

Draping display windows and removing all merchandise for a period of three weeks is reported in *Trends and Indications* to have brought a drug store the following reductions in sales: Specialty goods, 41 per cent reduction; candy, 32 per cent; rubber goods, 22 per cent; toilet goods, 18 per cent; and soda goods, 14 per cent. Net loss was estimated at $1,000 per week.

Some Interesting Figures on the Drug Trade

Out of each $100 spent by the American public in retail stores in 1929, $3.36 went to drug stores to build up total sales for the year amounting to $1,683,834,442, according to a recent announcement of the Department of Commerce.

Of this amount more than one-third (actually 34.12%) is done by the leading four states of New York, Illinois, California, and Pennsylvania. Nearly 50% of the total is represented in the first seven states when we add Texas, Ohio and Michigan to the first four (40% of the drug stores).

The average American spends $13.71 per year in the drug store. In Nevada, however, he spends $21.26, while in South Carolina it is only $6.87. Generally speaking, the people in the southern and central states spend a larger proportion of their money in the drug stores, while a smaller proportion is spent in the eastern states.

The average drug store of the country does a business of $29,200 per year. In Arizona, however, the yearly average business is $43,400, while in Arkansas it is $20,700. The stores in the western and central part of the country do the largest average yearly business, while the stores in the eastern and southern parts of the country do the smallest yearly business.

Fountains Have Brought Large Returns

Included in the census were 57,716 drug stores, of which 34,265 operate fountains in conjunction with the drug departments, and 23,451 do not. Judged wholly from the viewpoint of gross income, it is evident that the fountains have brought large returns, the income from those establishments so equipped being large in proportion to the earnings of stores which are not. The total for the latter group was $545,681,054, or 1.09% of the country's entire retail sales, while in the former group, the income was $1,138,153,388, or 2.27%.

Toilet articles and preparations including perfumes, which were the exclusive merchandise of 747 stores, accounted for sales in the amount of $16,096,976.

The income from another field closely allied with the drug store trade—patent medicines, remedies, extracts, etc.—was $16,950,999.

A department of ever-increasing importance to the trade, fountains and lunch, showed gross earnings of $37,730,707, the income of 1,761 establishments.—*A. N. A. News Bulletin.*

Stains and Their Removal

The following advice was originally printed in *Squibb's Message.* We have not tried all of the methods suggested and hence do not guarantee their value, but we assume they are all useful ways of removing stains.

Clothing stains, in the majority of instances, means a hurried trip to the neighborhood drug store for advice and the purchase of the products that will remove them. If the druggist or his assistants adequately meet the emergency, they have won an appreciative customer, eager to repay the favor.

The following list covers the majority of the common stains and ways to remove them. Preserve it for quick reference:

(Bleaching Agents: Sunshine, Javelle Water, Potassium Permanganate, etc.)

Blood and meat juice. Use cold water; soap and cold water, or starch paste.

Bluing. Use boiling water.

Chocolate and cocoa. Use borax and cold water; bleach if necessary.

Coffee and tea. (Clear). Use boiling water; bleach if necessary.

* Reprinted from *Domestic Commerce.*

Coffee and tea. (With cream). Use cold water, then boiling water; bleach if necessary.

Cream and milk. Use cold water, then soap and cold water.

Egg. Use cold water.

Fruit and fruit juices. Use boiling water; bleach if necessary.

Grass. Use cold water; soap and cold water; alcohol; or a bleaching agent.

Grease and oils. Use French chalk, blotting paper or other absorbent; or warm water and soap; or gasoline, benzine, or carbon tetrachloride.

Iodine. Use warm water and soap; alcohol, or ammonia.

Ink. Try cold water; then use an acid or bleach if necessary.

Iron. Use oxalic acid; hydrochloric acid; salts of lemon; or lemon juice and salt.

Kerosene. Use warm water and soap.

Lampblack and soot. Use kerosene, benzine, chloroform, ether, gasoline, or carbon tetrachloride.

Medicine. Use alcohol.

Mildew. If fresh, use cold water; otherwise try to bleach with javelle water or potassium permanganate.

Paint and varnish. Use alcohol, carbon tetrachloride, chloroform, or turpentine.

Perspiration. Use soap and warm water; bleach in the sun or with javelle water or potassium permanganate.

Pitch, tar and wheel grease. Rub with fat; then use soap and warm water, or benzine, gasoline or carbon tetrachloride.

Scorch. Bleach in the sunshine or with javelle water.

Shoe polish. (Black). Use soap and water, or turpentine.

Shoe polish. (Tan). Use alcohol.

Stove polish. Use cold water and soap, or kerosene, benzine or gasoline.

Syrup. Use water.

Vaseline. Use kerosene or turpentine.

Water. Steam or sponge the entire surface of water-spotted materials.

Wax. Scrape off as much as possible. Use french chalk, blotting paper or other absorbent with a warm iron; or use benzine or gasoline. If color remains, use alcohol or bleach.—*Squibb's Message.*

Photographs of North Carolina Pharmacists Displayed at Chapel Hill

There are now on display in the corridors and auditorium of the Pharmacy School at the State University twenty-eight framed photographs 23 x 28 in size of North Carolina pharmacists of the past and present who have contributed notably to the drug profession in this State. Underneath each picture is a printed card that identifies the subject and gives a brief description of his activities.

This move on the part of the School is unique and unparalleled in any other school in the country in that honor is paid to home folks rather than to foreigners or national figures. Later on it is hoped that enlarged photographs of distinguished pharmacists the world over may gradually be added to the gallery in Howell Hall but since the pharmacy school at Chapel Hill was brought into existence by the N. C. P. A., is sustained by the tax-payers of the State, and is dedicated primarily to the service of N. C. Pharmacy, it seemed quite natural that honor should first be paid to its own people.

The pictures have already attracted a great deal of interest and have proved instructive and stimulating to the pharmacy students. They will serve to keep alive the memory of the men who have contributed richly to the profession of pharmacy in North Carolina since the pictures will remain on permanent display. The School invites visitors to drop in and view the photographic collection of the men it is proud to honor.

Hancock Making Good

Although young in age and service Congressman Frank Hancock, of the Fifth North Carolina District, is rapidly establishing a national reputation for ability and effectual application to duty. Not long ago he was paid the high compliment of being asked to preside over the House of Representatives during the temporary absence of Speaker Garner. Druggists in this State are always interested in Mr. Hancock both because they like and admire him personally and because he is the son of a pharmacist who is known and loved by every person connected with the drug business in this State. The JOURNAL often wishes that Congress contained more men of Mr. Hancock's sort: men young enough to have new ideas, experienced enough to be sane, sufficiently able to perform responsible duties, and intimately familiar and sympathetic with the problems that confront the retail drug business.

(The least nervous sort of person is sensitive to and irritated by a certain kind of noise while most of us find several kinds objectionable. The editor served many years behind a drug store counter and was happy in the work. However, there was one thing of frequent occurrence every day which annoyed him exceedingly and that was the tapping of coins on counters and cases calling his notice to waiting customers who demanded immediate attention when it should have been obvious to anyone that he was already engaged with a customer. The editor can, therefore, sympathize thoroughly with the annoyance displayed by the druggist in the following free verse.—Ed.)

Drug Store

By John Van A. Weaver

Pardon me, lady, but I wanta ask you,
For God's sake, stop that tappin'! I'll go nuts,
Plain bug-house if I hear that tap-tap-tap
Much longer!
Now I went and used such language,
I got to tell you why. . . . Well, in the first place,
My business is all shot. Now drugs themselves
Don't pay much, and the extra stuff, like candy,
Cigars and stationery and et cetera,
Don't make their keep. And that damn soda-fountain—
Excuse me, lady, but I just can't help it!—
Some day I'm going to catch the guy I bought it from.
I'm losin' money every day it's here.
And soda-jerkers—now I can't get a good one
For love or money, so myself I got to
Mess with them malted milks, banana splits,
And slop like that. And just as doggone sure
As I start workin' on some fine perscription,
The kind I love to mix—got to be careful,
The weights is hittin' on that perfect balance
Why, then some fool wants a marshmallow sundae,
And tap-tap-tap—he starts in on the showcase,
And taps and taps 'til I come runnin' out,
Leavin' the drugs half-done.
And that ain't all;
Here's the big trouble—I can't talk good grammar.
People don't think a man that mixes drugs
Can do it right and talk the way I do.
It makes me sick—why have I got to sound
Like a school-teacher? Why, I know my stuff:
"Registered Pharmacist"—see? I taught myself,
Workin' at nights while I was four years clerkin';
And then I took three months down at the U,
And passed a fine exam. But here's the thing;
I quit the public school in seventh grade,
And I never paid no attention to my talk.
So it's the way I tell you—they're suspicious
Because I use such slang. I try to stop,
But it's too late now. I found out too late—
I got a dream of what I'll do some day;
I want to quit this drug stuff altogether,
Have a nice office, with a big oak desk,
And sell just real estate. I'd like to bet
I'd make a clean-up at it. It'd be swell,
That office—
But this life is killin' me.
It's the fool questions they keep askin' me!
You see that clock there? Well, just on a guess
Three times an hour some silly fish comes in here
And calls me out, and asts me, "Is that right?—
Is your clock right?" Honest to Heaven, lady,
One day I got so sore I took a hammer
And smashed the face in. And it cost twelve dollars
To fix it. But I had peace for a week.
Oh, gosh, my nerves!—But that's the way it is.
I'm sorry I spoke so rough about that tappin',
But when I get to sellin' real estate,
They'll be no place where folks can take a coin
And tap, and tap, 'till I come runnin' out
That's a man's business!—
If I ever get it—

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T. M. A.—

A meeting of the officers of the T. M. A. was held in Greensboro, Sunday, February 21, at the O. Henry Hotel. The meeting was for the purpose of formulating plans for the High Point convention in June. Plans were made which will make the convention the most successful one ever held in so far as the T. M. A. is concerned. **Mr. Pearly A. Hayes**, of the Justice Drug Co., of Greensboro, was appointed by **President Billy Burwell** as Chairman of the T. M. A. Entertainment Committee. Mr. Hayes' selection insures entertainment which will be "right up to the minute." Let's offer our services to P. A. to help him put this year's entertainment over with a BANG.

Officers attending the meeting were: **Billy Burwell**, president; **Dewey Pollard**, vice-president; **J. F. Goodrich**, secretary-treasurer. **P. A. Hayes, Jim Coppedge**, and **W. McElveen** represented the Board of Governors.

—T. M. A.—

The writer would like very much to see a movement started at the High Point convention to organize an auxiliary composed of the wives of the druggists and traveling men. Of course, if **Miss Mattie Smith**, of Charlotte, should marry and said husband should not happen to be a druggist or traveling man, she could bring him along and let him join the auxiliary any way.

—T. M. A.—

The boys are paying their T.M.A. dues right along. Mail me your check before you forget it!

—T. M. A.—

The writer ran across **Ed Lane** and **Joe Wear** last week in the eastern part of the State. Can you imagine two sheiks traveling together in the same car? There must be something in team work. Ed sells Nunnally's and Joe sells Hudnut's. Figure it out for yourself!

—T. M. A.—

Are you doing your part to advertise the High Point convention?

—T. M. A.—

Hamilton P. Underwood and Mrs. Ida Heinshon were married quietly in Washington, D. C., on March 16. Mr. and Mrs. Underwood will reside in Washington where the former is district sales manager for the Upjohn Company. The wedding came as a big surprise to Mr. Underwood's hundreds of friends in the State. **Ham Underwood** is one of the most popular members of the T.M.A., and we are extending to him and his bride many good wishes. We are hoping that they will both be able to attend the High Point meeting. We have been missing Ham since he moved to Washington last fall and are looking forward to his making an early visit to his friends in the Old North State.

—T. M. A.—

And now fellow-members what are each and every one of you doing to boost the High Point meeting? Now as never before, is the time for all good T.M.A. members to come to the aid of the Auxiliary and the N.C.P.A. We consider the forthcoming meeting one of the most important—if not the most important—in the history of North Carolina pharmacy. It is necessary that we have a large attendance. Every section of the State should be represented. Whenever you go into a North Carolina drug store do you *make* an opportunity to talk about the meeting?—we don't mean mildly mentioning the convention, but enthusiastically telling the proprietors and clerks of the plans that we have formulated for their entertainment and about how **Local Secretary Cecil** and his associates are working night and day to make the meeting a big success. Now let's all get together and think about, talk up, and work together to make the fifty-third meeting a howling success. One, two, three, all aboard, let's go!

—T. M. A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Tax Fight Becomes Vigorous in Congress Over Revenue Bill

The 1932 Revenue Bill, which includes a manufacturers' sales tax of 2 1-4 per cent, has been completed by the House Ways and Means Committee and has started upon its journey through the House and Senate. The manufacturers' sales tax is designed to raise approximately $600,000,000, slightly more than one-half of the total estimated yield of more than a billion dollars from new levies in the next fiscal year.

Although a manufacturers' tax, which would in the ordinary course of events obviously cover all manufactured goods, except those specifically exempted, as reported to the House this tax levy does not apply to drinks at soda fountains in drug stores, or elsewhere, for immediate service. The tax, however, must be paid by the manufacturer of the ingredients of which soft drinks are made. It will be paid by the manufacturer of the ingredients and passed on to the wholesaler and by him to the retailer in the selling price of the ingredients.

Likewise, prescription preparations will not be subject to the manufacturers' tax, but their ingredients will, and the tax on them will be paid by the manufacturer thereof at the factory and passed on to the wholesaler and retailer. But, a retail druggist making his own medicinal preparations not upon prescriptions, or manufacturing any other article not exempt, will have to pay the manufacturers' tax of 2¼ per cent. if his gross annual sales of his own manufactured preparations total $20,000 or more.

The retail druggists of the country, therefore, have been successful thus far—during the two months the Ways and Means Committee was preparing the bill—not only in preventing the levying of special taxes on articles handled by drug stores, but, also, in keeping the products manufactured by them from being included in the manufacturers' tax levy of 2 1-4 per cent. All things considered, the manufacturers' tax is the least of evils proposed in the form of taxation so far as the retail druggist is concerned.

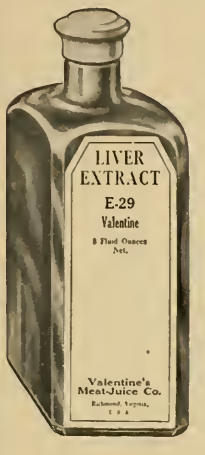
But, we have a long way to travel before we are "out of the woods." The Revenue Bill will be debated on the floor of the House, in the Senate Finance Committee, on the floor of the Senate, and in the Joint Conference Committee, before it is finally passed by both branches of Congress and goes to President Hoover for his signature. No doubt many amendments will be offered and, in all probability, some of them at least will be adopted. Already vigorous opposition is developing to the manufacturers' tax proposal, and a bitter fight on this section of the Revenue Act in particular appears inevitable. While it is predicted at this time that the manufacturers' tax will be imposed, at the same time it is not at all unlikely that the big fight over this provision will result in throwing down the bars completely which may mean the virtual rewriting of the bill, with consequent menace to the drug trade.

The new Revenue Bill, if it should remain in the exact form presented to the House, which is little expected, will have among its provisions that are of chief interest to retail druggists, the following:

1. An annual license (fee $2.00) required immediately upon enactment of the Act by every manufacturer whose taxable sales during the year are not less than $20,000. A license to others is optional. This provision to expire June 30, 1934.

2. A manufacturers' tax of 2.25% of the selling price of all non-exempt articles by every manufacturer thereof. The "selling price" includes any charge for containers, subject however to credit for rebates on containers returned, but does not include estab-

Liver Extract E-29 Valentine



Three years on the market after three years of observation in over 100 cases of

PERNICIOUS ANEMIA

in leading hospitals in widely separated districts of the United States. It offers to the physician a standardized product of Liver in Aqueous Extract Form. The technique of manufacture has been carefully controlled by clinical response of many selected cases, while its keeping qualities have been tested by subjecting the standardized product to extreme physical conditions.

(8 oz. Net)

½	dozen	$11.00
1	dozen	21.00

Cash with order delivered (or through jobber)

Retail Price, per bottle $ 2.25

Clinical reports will be sent on request.

Valentine's Meat-Juice Co. - - Richmond, Va.

POPULARITY



Safeguard your customers' health by serving them in Sanitary DIXIES. Remove the menace of the common drinking vessel. Individuality in fact as well as in name.

DIXIES are advertised throughout the entire country. Tie up your own business with this ever increasing Soda Service that Satisfies.

GARLAND C. NORRIS & COMPANY

Selling Agents For North Carolina

Raleigh, North Carolina

Member
T. M. A.
N. C. P. A.

YOUR

COTY

Requirements may now be met to better advantage than heretofore by us.

As we are pleased to announce having been appointed a

SPECIAL DISTRIBUTOR

For this world renowned line of exquisite toiletries.



THE BODEKER DRUG CO.
RICHMOND, VA.

"You make $4.00 on every $6.00 you invest. But that's ONLY PART of the profit story. What you'll put in the bank on this deal is up to you. Here's what I KNOW you can do if . . ."

When our salesman makes this proposition, take a sharp pencil and figure out what it will mean to you and your store. Give yourself a break.

$4 Profit on $6 Deal

A single deal consists of 10 Combination Packages as follows:

	COST TO YOU	SALE PRICE
9 Combination Packages each containing $1.00 bottle of Ambrosia, Filled Ambrosia Flask, Full size box of J & J Couettes, Funnel for refilling flash.....	$6.00	$9.00
1 Combination Package	FREE	$1.00
Total	$6.00	$10.00



THE BODEKER DRUG COMPANY

RICHMOND, VA.

HOW MANY SALESMEN HAVE YOU?

H. W. Russell

If I walked into your store and asked this question, you wouldn't have to even look around to count them. You would say, "Oh, three, four, five," or whatever number of men you employed. And that's just about the most natural thing a man can do. But, I had something happen once when I asked this question, and with apologies to Ripley, believe it or not, I got a whale of a surprise.

If I am ever shot at sunrise, it will be for asking questions. On this occasion, I happened in a rather large drug store, and while talking with the manager I fell into my customary habit and asked, "How many salesmen have you?" Was I surprised at his answer? You'll be surprised, too. He said, "I don't know exactly, but I guess we have got somewhere in the neighborhood of *five thousand!*" Then I did just exactly what you would have done. . . . I asked him all over again, just like I didn't hear him, or on the supposition that he hadn't understood me. Well, he didn't change his reply by a hair. "Five thousand?" I queried. "Yep!" Short, just like that.

When I get a hunk of meat in my mouth I am not in the habit of swallowing it whole, so I shoots right back, "Why, man, you haven't got five thousand salesmen!" "Oh," says he, "guess I'd better explain." "You see it's this way; these men and women you see running around in the store aren't all the salespeople we have—oh no—but every customer that ever bought two bits worth in this store is a salesman for us." After seeing that I was really interested, he took perfect delight in following his few kind remarks up by further remarking that, while they were in the drug business to be sure, yet it was the primary object of every one connected with the business to see that each and every customer, whether they purchased a dime's worth or not, left the store absolutely and perfectly satisfied, and in that way they made salesmen of their customers.

Well, there's enough food for thought in that to give the average Mr. Man a grown-up case of indigestion. I'll bet the buttons off my shirt that you can call to mind right now, some one or more people who have come into your store when you had a grouch on (or maybe they had one on) and for some trivial reason they left the store all fussed up, and you knew they were mad when they left. You know, and I know, that pleasing the public is a man's size job, and when a customer wants to step on your pet corn, you've got to let him do it, and like it. Consumer's are that way. *You* are that way when you go to some other store to make a purchase.

Please 'em, my boy, please 'em . . . that's the way to make outside salesmen for your store . . . please 'em if it hurts. If some lady rushes in in great haste and wants a two-cent stamp, and doesn't like it because the color is red, sell her a couple of one's, but don't try substitution on any other called-for items . . . that doesn't work so well. I went into a drug store in Georgia not so long ago and asked for a "B.C." headache powder. Hear me, now, I'm telling you the truth. In the first place I knew what I wanted, because B.C. gives me the three-minute relief they advertise . . . the druggist seemed to know the same thing, but by heck, he had just sold his last package not ten minutes ago. But, "just a minute," he said, "and I'll have it here for you." Did I like that? Well, rather. And this isn't the first time I've told the story, either. Under the circumstances, that 10c B.C. powder has sold many a dollar's worth for that druggist. Need I say more? You know how it's done, so just jump in and do it . . . make salesmen of all your customers.—Advertisement.

lished charges for transportation, delivery, insurance, etc. The tax will be collected on the first sale to an unlicensed person or concern. Returns before the last day of the month succeeding that for which the tax is levied, with the tax payable at the same time. The tax to become effective 30 days after enactment and to expire June 30, 1934.

3. Sales of "articles for further manufacture" to licensed manufacturers are not subject to the sales tax. This is deemed to include ingredients whose sale as the finished products will be subject to the tax, as well as that which is consumed in the manufacture of such products.

4. A 4c a gallon tax on lubricating oil, effective 30 days after enactment of the Act and expiring June 30, 1934.

5. A tax on telegraph, telephone, cable, or radio dispatch, message or conversation, at the rate of 5c where the charge is 31c to 49c, and 10c where the charge is 50c or more. This provision effective 15 days after enactment.

6. Corporation income tax rate is increased from 12 to 13 per cent. Under the present law $3,000 income of a corporation having a total net income not in excess of $25,000 is exempt. Under the proposed law no exemption would be allowed where the net income exceeds $10,000, but those corporations having a smaller income would be allowed $2,000. These changes would apply to returns for 1932, to be filed next year.

7. Individual normal and surtax rates are increased and exemptions lowered. Exemption from normal tax is reduced from $1,500 to $1,000 for a single person, and from $3,500 to $2,500 for a married person. The credit of 25% of the tax on "earned incomes" in the present law is eliminated, and in lieu thereof 12 1-2% of earned income (in any event not less than $5,000 or more than $12,000), will be credited against net income subject to normal tax. Normal tax on the first $4,000 income in excess of exemption and credits is increased from 1 1-2% to 2%; on the next $4,000 from 3% to 4%, and on the balance from 5% to 6%. As in the present law, surtax is assessed in addition to normal tax, beginning at the rate of 1% applicable to income between $10,000 and $12,000 and graduated up to 40% on incomes of $100,000 or over. These changes would apply to returns for 1932, to be filed in March, 1933.

8. A 5c a gallon tax on brewer's wort, liquid malt, malt syrup, and malt extract, fluid, solid, or condensed, if containing less than 15% of solids by weight; and, a tax of 35c a gallon, if containing more than 15% or more of solids by weight.

9. A tax of 40% on grape syrup, grape concentrate, and evaporated grape juice, if containing more than 35% of sugars by weight.

The Act carries a long list of exempt articles under the manufacturers' excise tax, and it is provided that no tax shall be imposed on the sale or importation of them. The articles exempted, twenty-four in number, are as follows:

(1) Farm and garden products produced in the United States;

(2) Fertilizers and such grades of articles as are used chiefly for fertilizers;

(3) Garden and field seeds;

(4) Bran and shorts and feeds for animals or fowls;

(5) Meat, fish (included shellfish), and poultry, fresh, dried, frozen, chilled, salted, or in brine;

(6) Bacon, hams, pig shoulders, and pig jowls, not cooked or packed in air-tight containers;

(7) Butter, oleomargarine, and other substitutes for butter;

(8) Cheese;

(9) Milk and cream, in any form;

(10) Eggs in the shell;

(11) Bread;

(12) Flour and meal made of grain and semolina;

(13) Sugar;

(14) Tea;

(15) Coffee;

(16) Salt;

(17) Any article with respect to which an internal-revenue tax is imposed under existing law;

(18) Water not in closed containers;

(19) Newspapers, magazines, and other periodicals;

(20) Books, pamphlets, and music, in raised print, used exclusively by or for the blind;

(21) Textbooks for use in private or public schools or other institutions of learning;

(22) Bibles, comprising the books of the Old or New Testament, or both;

(23) Rosaries, chaplets, medals, and similar articles of religious devotion; hymn books, prayer books, and manuals of religious devotion; books of religious reading, thought, or action; books of religious statistics; and

(24) Altars, pulpits, communion tables, baptismal fonts, and shrines; parts thereof; religious statuary and pictures; collection envelopes, plates, and baskets; stationery and record books; cassocks, banners, and articles of regalia worn by the person or carried in the hand; tapers, lights and candles; sanctuary oil; all the foregoing when manufactured exclusively for use in houses of worship.

The foregoing is the situation with respect to the tax question at Washington as it exists now, a few days after the Revenue Bill has reached the House from the hands of the Ways and Means Committee, but, as indicated above, it may be changed tomorrow. Also, as pointed out, opposition to certain basic features of the bill as presented by the Ways and Means Committee, as well as to some of its minor provisions manifested itself to an unexpected degree in both branches of Congress as soon as they were announced.

With the strong fight that is certain to be made against the manufacturers' sales tax, the big danger confronting the retail druggists of the country lies in the fact that the opponents of this tax are pressing for heavy excise taxes on selected articles which they term "luxuries" to replace it and provide the needed revenue. Already, the old "nuisance" tax schedules imposed by the U. S. Revenue Act of 1918 have been submitted, and are being pushed for adoption, in lieu of the proposed manufacturers' sales tax. Representatives of the drug trade will watch developments with vigilance, and in the event your active support is needed, you will be notified immediately to communicate at once with your Senators and Representatives.

Capper-Kelly Bill to Be Reported

The Senate Interstate Commerce Committee has decided to report the Capper-Kelly Fair Trade Bill to the Senate without recommendation, the report to be made as soon as Senator Cousins finishes the statement of the testimony of the opposition and Senator Brookhart completes a statement of the testimony of the proponents of the bill, according to Attorney Brokmeyer's bulletin of March 12th. He states that "The only way to pass the Capper-Kelly bill is to make the consuming public understand that its enactment is necessary to protect the public against rapidly growing and spreading monopolies of production and distribution of the necessities of life. Senators and Congress men must also be made to understand this. The debate on the bill in the House at the last session of Congress showed that many of the Congressmen did not understand it."

What Do You Want Discussed at High Point?

Your Secretary and Local Secretary are striving earnestly to prepare a fruitful program for the High Point meeting of the Association that will be held at the Sheraton Hotel on June 21-23. Both of these officials are extremely anxious that the discussions, debates, and actions be on live questions that need practical solutions, and they not only will welcome, but they are highly desirous of securing every idea and suggestion that they can receive from Association members. Will you, therefore, co-operate in their purpose by sending in to the Secretary at once any feature that you think would add value to the program?

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

An Anniversary We Are Proud Of

On April 28, 1932, **Dr. E. V. Zoeller**, of Tarboro, completes forty continuous years of service on the North Carolina Board of Pharmacy and begins another five-year term as an examiner. He was re-elected for this new term at the Wrightsville meeting by a rising vote. 1892-1932 is a long time and each year has been filled with an unselfish and devoted service to the profession which he sincerely loves. He has not only been an examiner for forty years, and president of the Board since 1894, but he is also one of the charter members of the N. C. P. A. and has also held just about every office in the organization. We take genuine pleasure in joining hundreds of other friends of Dr. Zoeller in trying to express to him our appreciation for his long and faithful devotion to the druggists of the State, and we also want to add a word of personal thanks to him for his many courtesies and kindnesses to us. Whenever we have needed help Dr. Zoeller has always been ready to give assistance and he has always been so interested in what we have been trying to accomplish. It would be hard to enumerate the many ways in which he has rendered aid but we particularly want to say how grateful we are for the assistance he has given in perfecting biographical records, in furnishing news for the JOURNAL, and in building up the Library of the School of Pharmacy at the University.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. R. H. Thomas, proprietor of the Thomas Drug Store, of Sanford, has purchased the fixtures and stock of the Williams Drug Co. at Mount Olive at a trustee's sale. **Mr. J. S. Glenn**, formerly connected with the Thomas Drug Store, of Sanford, has formed a partnership with Mr. Thomas and the name of the store has been changed to the Glenn Drug Co. with Mr. Glenn in active charge of the pharmacy. **Mr. Coley Snypes** succeeds Mr. Glenn in Sanford.

The R. A. Grimes Co. store at Hickory has been changed to the Ninth Ave. Pharmacy, **Mr. W. R. McDonald, Jr.**, is part owner and manager.

Mr. W. H. Justus, of Hendersonville, has purchased The Rose Pharmacy in Hendersonville. The name of the store will remain the same, and **Mr. Wiltshire Griffith** will be the Manager.

Mr. J. W. Pike, proprietor of the Pearl Drug Co., of Concord, has completely recovered from a recent illness.

The following wholesale druggists attended the recent convention of the D. S. C. in New York: **Messrs. P. A. Hayes** for the Justice Drug Co., **Redding** for the Scott Drug Co., **Stacy Smith** for the T. C. Smith Co., **W. D. Kase** for the W. H. King Drug Co., **Alf Duckett** for the Peabody Drug Co.

General News Items

The Standard Drug Co., of Elizabeth City, has been incorporated, with its principal office in Elizabeth City, to carry on the business of a wholesale and retail drug store. The authorized capital stock is $100,000 with $10,200 subscribed stock, by **Dr. A. L. Pendleton, Hazel E. Pendleton**, and **J. H. LeRoy, Jr.**, all of Elizabeth City.

The Champion Cut-Rate Drug Store, of Canton, has been incorporated. To own and operate a store or stores and to conduct the business of retail and wholesale drugs. The authorized capital stock is $100,000 with $300 subscribed stock by **Messrs. J. M. Smith, F. O. C. Fletcher**, of Asheville, and **S. B. Burrus**, of Canton.

Mr. J. W. F. Wooten, formerly with Eckerd's Drug Store, of Raleigh, is now with Futrelle's Pharmacy in Wilmington.

Mr. G. O. Tripp, originally of Ayden, who has been spending some time in western states, has returned to North Carolina and is connected with the King Cotton Drug Store, of Greensboro.

Mr. D. R. Davis, of New Bern, has bought the stock of the Bailey-Sessoms Drug Co. in Williamston, and is operating the business at its former stand under the name of the Davis Pharmacy.

Mr. C. W. Bynum, originally of Pittsboro, but who has been with Miller's in Wilson for the past several months, has accepted a position with the Whelan Drug Co. in Durham.

High Point is well equipped to take care of the forthcoming convention of the N. C. P. A. You will regret it if you don't attend the meeting!

We are wondering if many of our druggists have read "Shadows on the Rock," by Willa Cather. It is a story of an elderly apothecary in old Quebec. The story is beautifully told and no one could fail to enjoy it. Druggists will do well to read it. The book can be read in just a few hours.

North Carolina druggists joined many other friends of **Mr. James R. Young,** of Raleigh, in congratulating him upon his seventy-ninth birthday on February 18. Mr. Young was one of the charter members of the N. C. P. A., and although he has been out of the drug business for many years he is still interested in the Association. He attended the Raleigh meeting in 1930 and was made an honorary life member upon the motion of **Mr. J. A. Goode,** of Asheville. The *Raleigh Evening Times* in mentioning Mr. Young's birthday said: "Col. Young, still active, served as State Insurance Commissioner from 1901 to 1921, when he voluntarily retired. He was first appointed by Governor Aycock, re-appointed by Governor Glenn, and then re-elected every four years by the people until he retired from official life in 1921. Since that time he has lived in Raleigh."

The New York State Pharmaceutical Association has announced that the annual convention will be held at the Grand Union Hotel in Saratoga Springs, June 20-24.

Mrs. E. A. Watkins, nee Miss Theo Twitty is now making her home in St. Petersburg, Fla., at No. 6, S St.

The representatives of Sharp and Dohme are holding sales and advertising conferences in all the principal cities of the country. **Mr. Leith S. Temperton,** vice-president of the company, is addressing the conferences to acquaint the representatives with the details of the extensive 1932 sales and advertising campaign planned by Sharp and Dohme.

Did you observe First Aid Week? We hope that you did and we wish that you would tell us what you did to "awaken the public to the need of keeping first aid supplies in the home, office and factory."

The Secretary of a neighboring State Association gives the following suggestions to members of his organization: "We advise that you begin salting away a few pennies each week, so that it won't make so much of a dent in the pocket book right at the last minute to attend the annual convention." This is good advice—North Carolina druggists should read, mark, learn and profit from our neighbor's advice! June 21-23 is the time; High Point is the place; Mr. A. C. Cecil is Local Secretary, while Mr. P. A. Hayes is in charge of the T. M. A. Entertainment Committee. All of these facts guarantee an ace high convention; begin making plans now to attend.

The 111th anniversary of the founding of the Philadelphia College of Pharmacy and Science was celebrated there February 23, with a special convocation in the afternoon, followed by an alumni reunion in the evening. At the convocation in the afternoon, **Dr. C. Leonard O'Connell,** associate dean of the University of Pittsburgh College of Pharmacy received the degree of Master of Pharmacy, *honoris causa.* As speaker of the afternoon, he delivered a masterful address upon the standards of education in pharmacy, stressing the fact that the training received by students in the four-year courses in pharmacy not only qualifies them professionally but also contains most of the elements of a college education in the liberal arts. The afternoon convocation was also the occasion of the presentation to the college by **Mr. H. K. Mulford,** 1887, founder of the H. K. Mul-

ford Co., of the fifth in the series of murals depicting the progress of pharmacy which are hung in the foyer of the Philadelphia College. Mr. Mulford made the presentation in memory of his two famed preceptors, **Joseph P. Remington,** 1866, long dean of the Philadelphia College and **Lucius E. Sayre,** also 1866, at one time a business partner with **Jos. P. Remington,** and later dean of the University of Kansas School of Pharmacy.

The Cecil-Russell Drug Co., of Greensboro, was granted a certificate of corporation on March 11. The pharmacy, located at 310 S. Elm St., has an authorized capital stock of $50,000 and was incorporated by **A. Coke Cecil,** of High Point, and **Lon D. Russell** and **Bessie Russell,** of Greensboro.

Friends of **Mr. Charles R. Thomas,** prominent druggist of Thomasville, will regret to learn that he suffered a sudden stroke of apoplexy on the afternoon of March 11 while driving a man out to see a vacant house. Mr. Thomas' companion stopped the car and called a physician. The ill man was carried to the City Memorial hospital in Thomasville. He remained unconscious for more than an hour and his condition is still regarded as serious.

Mr. Warren W. Horne, of Fayetteville, was largely instrumental in organizing the stockholders to re-open the Caledonia Bank and Trust Co., in the Cumberland capital. The bank is doing business at its former location.

In a recent nation-wide essay contest, conducted by the Monticello Drug Co., in Jacksonville, Fla., **Mr. Peyton R. Hamlet,** Raleigh druggist, was awarded a cash prize of $50.

Upon the recent occasion of the installation of a new president of Butler University in Indianapolis doctorate degrees were conferred upon several men who have distinguished themselves in science, letters, and public service. Among those so honored was **Dr. George H. A. Clowes,** Director of the Lilly Research Laboratories, who received the degree of Doctor of Science. Dr. Clowes, a native of England, came to the United States in 1900. For about eighteen years he served as research chemist of the New York State Cancer Laboratory. During the World War he was connected with the United States Chemical Warfare Service. At the close of the war he joined the research department of Eli Lilly and Co. in Indianapolis. Since 1920 he has been Director of Research of the Lilly Laboratories.

An unusually large attendance marked the annual meeting of the stockholders of Sharp and Dohme, Inc., held in Baltimore on March 2. The stockholders signified their satisfaction with the progress made during the past year and unanimously approved by resolution all acts of the directors and officers. There was an unanimous re-election of the present Board of Directors. The annual report of **President A. Homer Smith** showed that current assets of the company at the close of 1931 were equal to twenty-six times current liabilities.

Mrs. S. J. Hinsdale died in Asheville on March 11. She was the widow of the well known North Carolina chemist and pharmacist who was one of the founders of the N.C.P.A. Funeral services were conducted in Fayetteville.

Dr. J. W. Keever, of Hickory, underwent a minor operation at Duke Hospital on March 19. He was taken to the hospital after an automobile accident in which he suffered a bruised leg and lacerations of one hand. Dr. Keever, accompanied by a negro driver, was on his way from Hickory to Richmond to have an operation to relieve a chronic ailment from which he was suffering. Near Hillsboro he met another automobile on a curve and, according to reports, in order to avoid a collision, he allowed his car to leave the road. The machine overturned. He was taken to the hospital and decided to go ahead with the operation at Duke instead of taking the trip to Richmond. He is reported to be improving steadily.

We understand that a voluntary petition in bankruptcy has been filed by the Leaksville Drug Co., of Leaksville.

In order to take care of the increasing patronage of its luncheonette service, Eckerd's Drug Store in Raleigh is making certain changes in its soda fountain and luncheonette department.

Mr. Warren W. Horne, of Fayetteville, has been elected president of the Cumberland County Alumni Association of the State University.

The annual meeting of the American Druggists' Fire Insurance Co. was held February 7-9. The reports of the officers showed that the business of the company had been splendidly maintained throughout the year, notwithstanding the period of depression generally. The directors declared the usual 10% plus 2% dividend for stockholders payable on March 1st.

The American Legion Labor Drive has been attracting unusual attention throughout the country. *The New York Herald Tribune* for February 17 carries the following paragraph: "Throughout New York State, in the Legion Labor Drive, 102 were given work (the first day)—Norwich leading with 44." It is interesting to note that the Norwich Pharmacal Co. employment is ahead of both 1930 and 1931. In addition to this, two departments in the factory are working in double shifts.

This is the first time that High Point—"the industrial city"—has entertained the N. C. P. A. Great preparations are being made for the entertainment of the convention!

Friends will regret to learn that **Mr. Polk C. Gray**, of Statesville, is seriously ill at a local hospital, and they are wishing for him a speedy recovery.

Notice: In the March issue of the JOURNAL the Kappa Psi fraternity carried a notice asking that members of the Beta-Xi chapter furnish their present addresses and dates of initiation to the fraternity at No. 8 Cobb Terrace, Chapel Hill. It is hoped that all members who have not already furnished this information will do so at once.

The annual convention of the American Pharmaceutical Manufacturers Association for 1932 will be held in Greensboro on May 16.

The Kam Drug Manufacturing Company, of Durham, has been incorporated to own and operate wholesale and retail drug stores. The authorized capital stock is $400,000 with subscribed stock $15.00 by **R. L. Henry, Harris L. King** and **Zula Henry King**. The new manufacturing concern will be located in Durham and will engage in the manufacture and sale of a compounded headache powder under the trademark of "Kam."

Friends of **Mr. R. L. Furman** will be interested to know that he is now representing Parke, Davis and Co. in North Carolina with headquarters in Fayetteville. Mail will reach him addressed to Box 181. Mr. Furman has been making his home in Bennettsville, S. C. for a number of years.

The JOURNAL extends sincerest sympathy to **Dr. E. V. Zoeller** and **Mr. E. H. Ward**, of Tarboro, in the loss of the former's sister, and the latter's mother, whose death occurred in Danville, Va., on March 20.

Four Oaks Drug Store Robbed

The Four Oaks Drug Co., in Four Oaks, of which **Mr. R. C. Canady** is the proprietor, was entered by thieves early on the morning of March 21 and a large safe containing thousands of dollars worth of stocks and other valuable papers, together with about $225 in cash, was stolen. The robbers also broke into the narcotic case and took a quantity of opiates. Eight large hams hanging in the rear of the store were also taken. The thieves entered the store by a side door and dragged the safe into an alley where marks on the ground indicated they loaded it on the car. The safe contained $6,000 in United Drug Certificates, a $100 United Trust Co. bond, about $32,000 worth of insurance policies and other valuable negotiable papers. In addition to these it contained all the personal valuables of the proprietor. The robbers were seen by a party who thought that they were seeking the services of a doctor. The thieves drove a large touring car and left in the direction of Smithfield, carrying the safe with them. As we go to press we learn that police authorities have arrested several people whom they believe have committed a number of robberies in the Four Oaks section, including that of the drug store.

News from the State University

The local chapter of the Kappa Psi fraternity announces the pledging of **Messrs.**

H. C. McAllister, of Mount Pleasant, and H. C. Chapman, of Dover.

At the close of the winter quarter there was an interesting display in Davie Hall of the advertisement cards of crude drugs prepared by the freshman pharmacy class in pharmaceutical botany and pharmacognosy. The class was taught by Mr. H. R. Totten.

On the afternoon of February 28 the Xi chapter of Rho Chi, honorary pharmaceutical fraternity, initiated the following pledges: G. C. Hartis, Matthews; Rose Lazarus, Sanford; C. B. Clark, Jr., Wiliamston; R. A. Buchanan, Greensboro; L. L. Rouse, Holly Springs; C. B. Strickland, Stedman; and W. W. Carroll, Cooper. After the initiation ceremonies a brief business session was held and officers for the current year were elected as follows: President, G. C. Hartis; Vice-President, C. B. Clark; and Secretary-Treasurer, H. M. Burlage, of the School of Pharmacy Faculty. At six o'clock a dinner was tendered the initiates at the Graham Memorial Building. In addition to the members of the fraternity the Pharmacy Faculty were special guests.

Visiting Committee at the University

On March 2 the committee from the N. C. P. A., appointed by President A. E. Weatherly to visit the School of Pharmacy at the State University, spent the day at the institution. This Committee was authorized by the Association at the Wrightsville Beach meeting following a recommendation in President Miller's address that a committee of five be appointed annually to visit the School whose "duty shall be to make such recommendations as they think necessary for the good of the School." The following five members met in Chapel Hill: Messrs. Warren W. Horne, *Chairman*, Fayetteville; C. C. Fordham, Sr., Greensboro; J. P. Stowe, Charlotte; B. F. Page, Raleigh; and A. C. Cecil, High Point. President A. E. Weatherly was also present. The day was spent in a thorough inspection of the School. Dean J. G. Beard also outlined to the Committee the new four-year curriculum. At noon the visitors were the guests of the School of Pharmacy Faculty at a luncheon at the Graham Memorial Building at which President Frank P. Graham was also present.

Statesville Drug Store Damaged by Fire

Fire originating in the prescription department of the Rhyne Drug Store in Statesville on the night of March 9 damaged the stock and building to an estimated amount of between $12,000 and $15,000. The pharmacy is owned by Mr. C. L. Rhyne. The flames started near an electric switch at the rear of the building while the local fire department was extinguishing a blaze in another section of the town. Explosions of chemicals in the drug store made work hazardous for firemen, throwing out dense smoke and fumes.

A New-Old Drug Store

On March 1st announcement was made that H. R. Horne and Sons had bought Souders Pharmacy in Fayetteville. This drug store is located at No. 2 Hay Street and is at the site of the oldest drug store in the town. In 1843 Mr. S. J. Hinsdale moved to Fayetteville from Buffalo and shortly afterwards established the first drug store there at No. 2 Hay St. From that date until his retirement in 1885, a period of forty-two years, Mr. Hinsdale conducted one of the best known pharmacies in North Carolina, and under his practical instruction many well known druggists received their technical education. It was in this store that the late Mr. H. R. Horne gained his pharmaceutical experience and in 1860 was taken into partnership in the firm. It is more than an interesting coincidence that the sons of Mr. Horne now become the proprietors of this old pharmacy. The new owners have not yet announced the name under which the drug store will be operated. It will, of course, be run in addition to H. R. Horne and Sons.

Any Help Will Mean a Lot

From time to time we have asked Journal readers to help us complete the files of pharmaceutical periodicals in the School of Pharmacy Library at the State University.

This library is being built up not only for the use of pharmacy students enrolled at the University but for the benefit of the pharmacists of North Carolina. We have just received a letter from Dr. Edward Kremers, Director of the Course in Pharmacy at the University of Wisconsin, which contains the following significant paragraph: "For years our alumni and friends have been sending us pharmaceutical journals all kinds of odds and ends." Can you imagine what this help has meant?

Births

Mr. and Mrs. J. S. Selden, of Weldon, announce the birth of a daughter, Blanche Lucille, on February 21. The father of the young lady is originally from Jackson and for several years was connected with the Edgecombe Drug Co. in Tarboro. He is now the proprietor of Selden's Pharmacy in Weldon.

Mr. and Mrs. Edward Luther Bradshaw announce the arrival of Edward Luther, Jr., on March 5. Mr. Bradshaw, Sr. is associated with the Lenoir Drug Co. in Kinston.

Deaths

Mr. William F. Strayhorn, proprietor of the West Side Pharmacy in Durham, for twenty years and one of the city's well known citizens, died at his home in Durham early on the morning of March 5. He was ill only for a few hours. Mr. Strayhorn was a native of Orange County and was born in Hillsboro on February 15, 1891. He was a student in pharmacy at the State University 1909-10 and was licensed as a pharmacist in 1912. He was a member of the Masonic order and of the Duke Memorial Methodist church. He is survived by his widow, two children and several brothers and sisters.

Mr. W. H. Gardner, brother of **Governor O. Max Gardner,** died at his home in Medford, Oregon, on the night of March 7, following a three days illness. Mr. Gardner was originally from Shelby and was licensed as a pharmacist in 1894. He left the Gardner home in Cleveland County many years ago and had since that time been practicing his profession in Oregon. He was older than his brother, the governor.

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A steady flow of sales is the natural result of two things: steady advertising and steady repeating power. Capudine enjoys both these factors, and has accordingly become a real profit maker in headache remedies.

Write for our new and very striking window display and counter easels—in 8 colors, free, sent postpaid.

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Southern Dairies
ORCHESTRA
with SALLY SOTHERN
16 Stations—Tuesdays and Fridays
Dealers tell us this program is selling
Southern Dairies
ICE CREAM

PLAY BALL

The snow is off the ground . . . the days are warm and pleasant . . . and, sports are getting the attention of young and old. Cash in on the sport trend. Make your store sports headquarters for your community.

Sell sporting equipment. Sell needed braces and bandages. Sell liniments and rubbing alcohol. Sell rule books and sporting guides.

In all of these lines you are free from cut-price conditions and assured of a long profit. Furthermore if you'll let our representative help you select stock you can do a fine business on a very limited investment.

Talk it over with our man on his next call . . . let him tell you how other druggists are cashing in on the "play impulse" that is part of all of us.

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Foreign and Domestic
Botanical Drugs
Medicinal Roots, Herbs, Barks,
Gum and Oils

23 and 25 S. Charles Sreet
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(Tilden)

The approved 24-hour treatment for

SCABIES

Per pound $1.28
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(Above prices do not include delivery charges)

A trial will convince you

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Pharmaceutical Chemists since 1848

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American Bldg. Cincinnati, Ohio

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A distinctive, palatable, and effective cough remedy developed in the pharmacologic laboratories of Eli Lilly and Company.

Ephedrol combines the antispasmodic property of Ephedrine with the anodyne and expectorant qualities of Ethylmorphine Hydrochloride, Potassium Guaiacol Sulphonate, Squill, Tolu, and Menthol.

Supplied in Pint and Gallon Bottles.

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Durham, North Carolina

* Exempt Narcotic

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BLACK-DRAUGHT
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Coty's New Sales Policy restricts Coty's merchandise to legitimate and desirable retailers who will maintain prices suggested by Coty.

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Coty's policy in cutting off hundreds of dealers is the most courageous gesture we have ever seen a manufacturer make. It is deserving of your fullest support. Many other manufacturers are watching this situation closely and planning to follow suit if the co-operation of the legitimate, desirable retailer can be obtained.

This is your real opportunity. We suggest that you get behind and push this profit protected, consumer accepted line.

WE SOLICIT YOUR ORDERS



With every Sale of Sanitary Napkins

sell Amolin

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Norwich

Norwich

Take Amolin off the talcum powder shelf—display it *with your sanitary napkins.*

When you stack napkin boxes on your counter or in your window, top each box with a can of Amolin . . .

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Sharp & Dohme
Abbott Laboratories
Davol Rubber Company
American Hard Rubber Company
A. J. Reach, Wright & Ditson
Vortex Cup Company
Hamilton Beach Mfg. Company
The Ingersol Waterbury Company
Western Clock Company
The Western Company
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Mallinckrodt Chemical Works
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Wm. S. Merrell Company
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We are also distributors for

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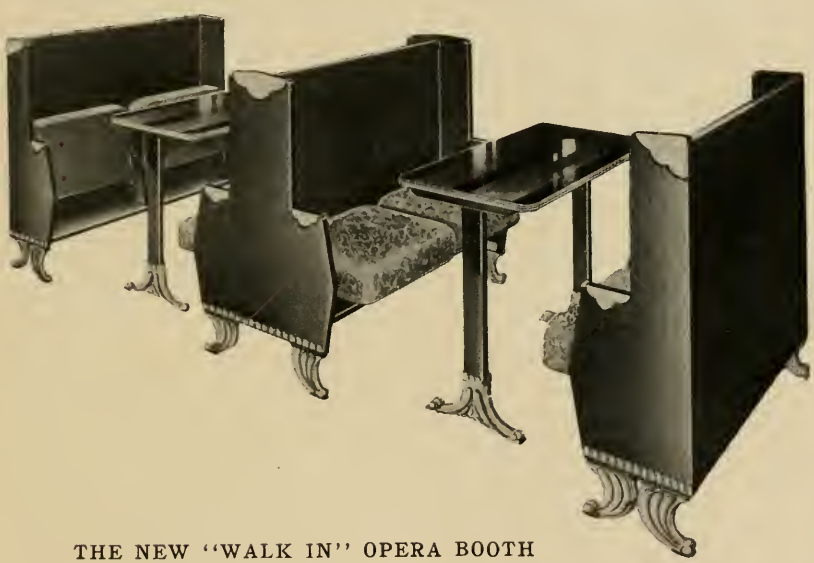
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VOL. XIII No. 9

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

MAY, 1932



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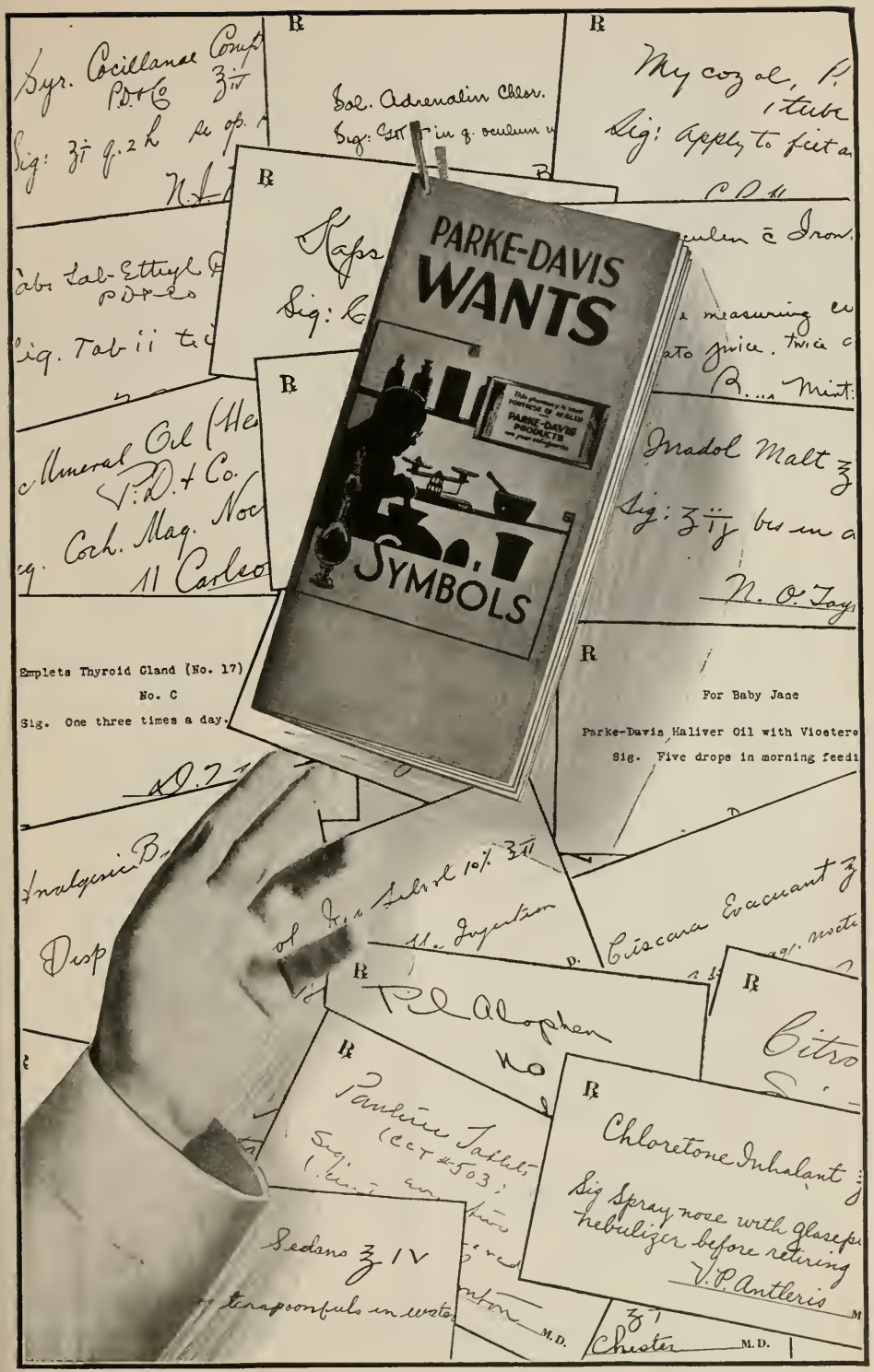
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To meet every need of your physicians during the trying hay fever season, the Mulford Biological Laboratories have produced Pollens Dried and Pollen Extracts from the hay fever plants common in your community.

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Mulford Complete Hay Fever Service makes it possible for you to provide for the increasing needs of your physicians quickly and satisfactorily. Mulford Pollens are supplied in an assortment of packages which meet every need for diagnosis or treatment.

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This is your real opportunity. We suggest that you get behind and push this profit protected, consumer accepted line.

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LABELS — BOXES

QUALITY WAY UP PRICES WAY DOWN

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OUR assistance and coöperation on ℞ BLANKS has INCREASED BUSINESS for others———WHY NOT YOU?

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Supplied in Pint and Gallon Bottles.

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Durham, North Carolina

* Exempt Narcotic

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16 Stations—Tuesdays and Fridays
Dealers tell us this program is selling
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For Fifty Years a Success

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23 and 25 S. Charles Street
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The approved 24-hour treatment for

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New Lebanon, N. Y. St. Louis, Mo.
Pharmaceutical Chemists since 1848

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

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The 1932 meeting of the North Carolina Pharmaceutical Association will be held at High Point, June 21-23 with The Hotel Sheraton as Convention Headquarters.

The summer examinations of the North Carolina Board of Pharmacy will be held in the Howell Hall of Pharmacy, Chapel Hill, June 14, 1932.

EDITORIAL SECTION

J. G. BEARD, *Editor* Chapel Hill, N. C.

Are Your Going?

In our next issue we will print a detailed program of the High Point meeting. Some of the biggest drawing cards to be listed there are not yet ready for release, but we can promise that they will be good.

High Point is almost the population center of the State. It is accessible from every section. Hard roads lead in from every point of the compass. The hotel facilities are good—the Sheraton being headquarters. Swimming, golfing, horseback riding, and dancing are some of the diversions offered. The T. M. A. is busy with entertainment plans. The business sessions will be valuable. Arrange now to be there. Dates, June 21-23.

Some Day Retail Druggists Will Be Forced to Co-operate

We cannot but be impressed with a point made editorially in the March issue of *Drug Markets* concerning the recent conference held in New York on the Philip's Survey. It seems that Mr. Philip was disappointed over the small number of manufacturers who attended the meeting and disappointed also because those who did attend refused to commit themselves on the propositions embodied in his Survey idea. The editorial among other things says:

"Mr. Philip does not seem to understand the first principles of business as it is conducted in this day and age. One principle which Mr. Philip does not seem to grasp at all is that nothing is given for nothing. While Mr. Philip, at such a conference, would have liked to commit a large number of manufacturers to definite promises to the retailers, he would not have been able to offer any promises on the part of the retail trade in return. Mr. Philip also seems surprised that representatives of some of the manufacturing houses present refused to speak for their firms. He does not seem to know that matters of company policy are generally discussed and voted upon by the executive committees and boards of directors of most manufacturing houses before they are put into effect. Also he does not seem to appreciate the possible violation of the law which might arise from a conference of this sort with everyone definitely committing his house.

"We fail to see how Mr. Philip is going to arrive at any definite point by attempting to get the manufacturers to promise something when the retailers promise nothing. The example of a certain manufacturer's mineral oil brought out at the conference clearly illustrates this point. The manufacturer raised his prices on the West Coast in accordance with the desires of the retailers and then lost business because the retailers sold lower priced brands."

The point that struck us was not the uncomplimentary reference to Mr. Philip's lack of understanding because Mr. Philip *does* understand a great many things, but the fact that manufacturers are not going to promise something for nothing. By inference the editorial says that manufacturers will enter into price agreements only when they are assured that there is going to be agreements on both sides. And who can blame them?

The retail drug business in this country is carried on by people with all sorts of ideas of how things should be done. There is no semblance of uniformity in anything they do. The whole group can be classified in a dozen sorts of ways. In connection with price cutting, for instance, they fall roughly into three classes. 1. Those who *want* to cut. 2. Those who will not cut. 3. Those who prefer to maintain prices but who feel that they must cut. Each class differs within itself as to how it should achieve its pur-

poses. This marked difference of opinion and purpose exists not only about prices but about almost everything connected with retail pharmacy. Manufacturers, of course, must deal with all groups and since no group is large or powerful enough to speak for the body collectively it follows naturally that manufacturers do not feel at liberty to take big risks, such as the one suggested in the Philip Survey, through fear that the course suggested by the one group of retailers would be displeasing to another group, but mainly because the manufacturers have no way of knowing that their retail patrons will carry out their part of the bargain, since the latter can make no collective promises.

Thus we see that there is no real unity in retail pharmacy. Because of this fact retail pharmacy has no official spokesman who can bargain for the group, commit it to policies, bind it with promises in any sort of contractual relationship. So long as this state of affairs exists just that long will retail pharmacy fail to realize its fullest posibilities. When or if its membership realizes that its individuals must act as a unit in matters of general policy and speak through a solidified national organization that is truly representative then and then only will big things be done. Such a day is coming but unhappily it will be delayed and finally arrive only after tragic compulsion has forced retailers into line.

In one of those "Did you know" articles now appearing in many newspapers, we recently noticed a list of sports or games and the following bits of information: Auto racing is 38 years old, basket ball 41 years, baseball 100 years, Tennis 150 years, golf 500, bowling 700, billards 2300, football 2400, checkers 3500, and archery 4000 years. We have figures shown us which indicates that Pharmacy is over 4300 year sold. Some may not consider the drug business a sport. They are wrong. To prove it, just buy yourself a drug store and you will soon learn that to run one successfully, requires knowledge, skill, endurance, constant practice, training, and *plenty* of LUCK. It is real sport.—*K.P.A. News.*

Recently, in addressing a meeting of the Manufacturers' Association, Dr. Julius Klein, Assistant Secretary of Commerce, in speaking of the tendency of business men to cut loose from their Association during a time of business depression, made the following cogent remarks:

"Don't cut loose from associated activities in business. Such shortsighted 'economy" is the sheerest extravagance at this particular stage of business readjustment. There never was a time in the last ten years when co-operation was more invaluable. No one shoves off in a rowboat from a liner in a mid-Atlantic storm to save passage money."

Don't worry if your job is small
And your rewards are few;
Remember that the mighty oak
Was once a nut like you.

Label Insterstate Prescriptions

Mr. E. C. Brokmeyer, special counsel for the N. C. P. A., was recently informed by Hon. W. G. Campbell, Chief of the Food and Drug Administration of the U. S. Dept. of Agriculture that "preparations compounded on physicians prescriptions which enter the channels of interstate commerce, must comply with the labeling requirements of Section 8 of the Act, Paragraph 2, in the case of drugs." This means that if a druggist compounds a physician's prescription and sends it into an adjoining State by mail, or express, or otherwise, the label must state the amount of alcohol, morphine, opium, cocaine, heroin, alpha or beta eucaine, chloroform, cannabis indica, chloral hydrate, or acetanilid, or any derivative thereof. This applies whether the preparation is a U. S. P. or National Formulary product, or not. The only exception is that if a package compounded according to a physician's prescription is carried by the patient himself, or a member of his household, or the physician himself across a State line and is not subject to sale it need not be marked so as to conform with the law, because the transaction is not considered one of interstate commerce.

Worth Thinking About

On April 6, President A. E. Weatherly spoke before the Western District Meeting of the Virginia Pharmaceutical Association, and among other things said:

". . . If this Capper-Kelly bill is defeated at this session of Congress we must keep on fighting. We must have legislation that will protect us against methods of merchandising that are fast driving the independent druggist out of business. The forty-seven pharmaceutical associations throughout the United States must use all of their influence and power and fight this fight to the finish.

"In the meantime we are competing with chain drug stores at our local door step. The larger towns of this immediate section have become hot-beds for them. We have not stood still. The chains have forced only a few independent stores out of business. Our drug stores are cleaner and more attractive than ever; our merchandise better displayed than ever before. The good-will of the independent still towers above anything the chains have to offer. Feature this good-will to the utmost; inject your personality into your business. If you haven't a good personality *develop* one. Keep yourself neat and presentable in your store; stay where you can be seen by the customers entering your store. Build your store around yourself; even go so far as to change the name of your store to your *own* name, or names—as in the case of partnership. Extend every consideration to children entering your store. Become active in your civic and church organizations. Be the best druggist citizen in your town. Your own personality, the good-will of your store, and some protective legislation like the Capper-Kelly bill, are our most powerful weapons for the future. Do not tear down your good will by adopting too many chain store methods. The public is looking with more disfavor than ever before on their customer-baiting operations and unfair cut-rate policies. Chain store systems have had some terrific jolts recently. These policies have contributed as much as anything else to the present depression.

"Let's keep our morale high.

"Let's fight this thing through to the finish, and honest pharmacy will win out."

A Gloomy Moment in History

"It is a gloomy moment in history. Not for many years has there been so much grave and deep apprehension; never has the future seemed so incalculable as at this time. In our own country there is universal commercial prostration and panic, and thousands of our poorest fellow-citizens are turned out against the approaching winter without employment and without prospect of it.

"In France the political cauldron seethes and bubbles with uncertainty; Russia hangs, as usual, like a cloud, dark and silent, upon the horizon of Europe; while all the energies, resources and influences of the British Empire are sorely tried and are yet to be tried more sorely in coping with the vast and deadly Indian insurrection, and with its disturbed relations in China.

"Of our own troubles no man can see the end. They are, fortunately, as yet mainly commercial, and if we are only to lose money and by painful poverty to be taught wisdom—the wisdom of honor, of faith, of sympathy and of charity—no man need seriously despair. And yet the very haste to be rich, which is the occasion of this wide-spread calamity, has also tended to destroy the moral forces with which we are to resist and subdue the calamity."

The above paragraphs are quoted from *Harper's Weekly* for October 10, 1857. They might have been written today, the situations are so nearly identical. Since that date our country has gone through four other major depressions. Examine the instances in each case carefully, says *Nation's Business*, and you will find that each of them has contributed something to business stability. That's something to think about during the present gloomy moment.—*The Associated Magazine.*

Wholesale Business

According to the Druggists Supply Corporation, North Carolina wholesale druggists do 1.44% the wholesale drug business in the United States. The Scott Drug Com-

pany leads the North Carolina group with 0.43%, followed by the Justice Drug Co. 0.38% and the W. H. King Drug Co., 0.34%.

Worried!

The following extracts are from a letter alleged by the *San Francisco* and *Pacific Druggist* to have been addressed to a revenue collector:

"I have been held up, held down, sandbagged, walked on, sat on, flattened out and squeezed, first by the United States Government for the federal war tax, the excess profits tax, the Liberty Loan bonds, for the state, county and city highway tax, the auto tax and the syntax and by every society and organization that inventive mind of man can invent to extract what you may or may not possess; from the Society of John the Baptist, the G. A. R., the Woman's Relief, the Men's Relief, the Stomach Relief, the Navy League, the League of Nations, the Red Cross, the Iron Cross, the Double Cross and every other cross of all colors until I feel that I am a cross myself, and the Y. M. C. A., the Y. W. C. A., the Old Folk's Home, the Children's Home, the Orphan Society and every hospital in town.

"The Government has so governed my business that I don't know who runs it. I am inspected, suspected, examined and reexamined, informed, required and commanded so I don't know who I am, where I am or why I am here.

"All I know is that I am supposed to be an inexhaustible supply of money for every human need, desire or hope of the human race, and because I will not sell all I have and go out and beg, borrow, or steal money to give away I have been cussed, discussed, talked to, talked about, lied to, lied about, held up, hung up, robbed and nearly ruined; and the only reason I am clinging to life is to see what in h—— is coming next!"

A Reader Protests

(We are glad to publish below a letter just received from Mr. J. A. Mitchener in which he takes issue with an editorial about medicinal whisky that appeared in the April issue of the JOURNAL. The main purpose of the editorial was to urge a limitation upon physicians in writing prescriptions for whisky, but indicating no objection to making more generous the amount of whisky a physician might prescribe for any one patient.—Editor).

To the Editor:

In reply to an editorial in the CAROLINA JOURNAL OF PHARMACY in which the Editor states he is horribly prejudiced against medicinal whisky or the legal sales in drug stores on a doctor's prescription.

I have never had a physician in my home that did not call for whisky or brandy for sickness in my own family. Have you, Mr. Editor, ever had a sick baby or wife and the doctor called for this kind of stimulant? Have you ever seen anyone rubbed with this poisonous bad smelling alcohol?

We did not vote prohibition for medicinal use. I believe it as useful as morphine or cocaine as a medicine. My doctor is my witness. Let the well have their cigarettes, but the sick can't have pure whisky or pure alcohol for rubbing because about one doctor in a hundred abuses the privilege. I do not want to sell the stuff myself but would if no one else here would if given legal right.

I would suggest a drug store in every Court House in North Carolina, exempt from all taxes to sell whisky, brandy, and gin according to the National Law at a profit of 50c a pint, the first $100 profit to go to the druggist, all over that to go to county charity, and not tax us for health and charity as they do now. If revenue from this source was not enough to pay expenses some druggist near the Court House could and would leave his store for a few hours to fill these prescriptions at a cost to customer of 50c plus cost of prescription.

Some way should be made to supply the demand and need for medicinal whisky.

Yours truly,

(Signed) J. A. MITCHENER, Druggist.

PRESIDENT'S SECTION

A. E. WEATHERLY Greensboro, N. C.

When the North Carolina Pharmaceutical Association is called to order in High Point on June 21 a most interesting business program, coupled with some excellent entertainment, will be ready for our members.

Due to the convenient geographical location of the City of High Point, we should have a tremendous attendance. This is the first time that the City of High Point has entertained the North Carolina Pharmaceutical Association, and the druggists of High Point will leave no stone unturned to make it a great meeting. The Local Secretary, Mr. A. C. Cecil, with our Secretary, Mr. J. G. Beard, has been busy formulating most interesting plans for the Convention, and Mr. P. A. Hayes, Chairman of the T. M. A. Entertainment Committee, is planning entertainment features that will be the best we have ever had.

But, seriously, can you really afford to miss this meeting? You are interested in the future of independent retail druggists because you are one of them; because it is your profession, and because you love the profession. Never before have we been confronted with so many problems to solve; never before have there existed the complexities that now exist in the retail drug business. We should be interested in the best policies to pursue for the future, and in the necessary changes to make that will aid our profession. The exchange of these ideas among the members of our Association will be one of the greatest features of our meeting, and all of us will profit by the discussion of these questions.

It is only once a year that the druggists of North Carolina get together. Let's not sacrifice the tremendous value to be derived from such an annual meeting. As President of the North Carolina Pharmaceutical Association I urge you to be with us. I trust that I may have the pleasure of shaking the hands of the members who will constitute the largest attendance in the history of our Association at our High Point meeting.

(Signed) A. EARL WEATHERLY, President,
North Carolina Pharmaceutical Association

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T.M.A.—

All together, let's go! It is just about six weeks until time for the next meeting. High Point is doing everything in its power to make the meeting a success; the officers of the Association and the local entertainment committee in High Point are leaving no stone unturned to have everything just right; it is up to us to do our part to help. Of course, we will be Johnny on the spot when June twenty-first rolls around but from now until convention time let's do everything possible to boost the meeting. We want to have a record breaking crowd on hand at High Point. Sell the idea to your customers and see that they sign on the dotted line that they won't let anything interfere with their attendance at the convention!

—T.M.A.—

We regret to learn that **President W. A. Burwell** spent several weeks in a Raleigh hospital during the early spring. "Bill" is okeh now, we are glad to report, and is talking the High Point meeting night and day.

—T.M.A.—

Mr. P. A. Hayes, of the Justice Drug Co., accompanied President Weatherly to Danville on April 6 for the group meeting of the western district of the Virginia Pharmaceutical Association.

—T.M.A.—

A question has been asked (but not answered)—Why did **Bill Burwell** lock **Frank Hayes** in his room at the O. Henry Hotel during the recent meeting of the T. M. A. officers?

—T.M.A.—

We have recently been advised that two members of the T. M. A. have changed their addresses within the past few weeks. **Mr. Ed Lane** now gets his mail at Box 747, Charlotte. **Mr. J. H. Barnette,** has moved from 310 Hawthorne Lane to 248 Colonial Ave., Charlotte.

—T.M.A.—

Mr. R. D. Heist has taken over the territory for Parke, Davis and Co., formerly covered by the late **Mr. J. H. Bobbitt.** Mr. Heist has changed his address from Wilson to Charlotte and mail should be addressed to him at P. O. Box 806, Charlotte.

—T.M.A.—

Friends will regret to learn that **Mr. E. L. DeLamater** has been seriously ill with pneumonia for several weeks in Rex hospital, Raleigh.

—T.M.A.—

Mr. D. T. DeLamater, a former member of the N. C. T. M. A., is now representing Eli Lilly and Co. in West Virginia.

—T.M.A.—

Mr. J. W. Harrell, who represents E. R. Squibb and Sons, passes on to us a telegram he received from his home office on April 13. The contents speak for themselves: "Urgently request your personal physician and dentist to wire immediately to their Senators and Congressmen in Washington protesting against sales tax on dentifrices and mouth washes as not in the interest of public health as this tax is a tax on health protection. Do not change your route list but wire your physician and dentist immediately if you cannot see them personally and charge all cost of wiring to special expense account. Advise your dentist and physician you personally will pay his telegraph charges."

—T.M.A.—

And that reminds us! If you have any suggestions to make about the T. M. A. program of entertainment at High Point be sure to write **President Burwell** or **Chairman "Pearly" Hayes.** They need your help and advice!

—T.M.A.—

What about the new members you were going to get for the T. M. A.?

—T.M.A.—

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Retail Druggists Hard Hit by Revenue Act

In the April issue of the JOURNAL, this section carried a detailed account of the tax proposals contained in the Revenue bill, submitted to the Lower Branch of Congress by the House Ways and Means Committee, designed to bring into the U. S. Treasury more than $1,000,000,000 in additional revenue, and thereby make it possible for a balanced budget. Particular reference was made to the proposed general manufacturers sales tax of 2.25 per cent, which alone was estimated to provide for approximately $600,000,000. When the Revenue bill reached the House, there immediately arose a storm of protest against the enactment of the sales tax provision. As late as the middle of March the leaders in charge of the revenue measure felt confident the proposed bill would be enacted by that body virtually in the same form as it had reached the House from the Ways and Means Committee. The opposition grew stronger each day, however, and when the vote was taken upon the manufacturers sales tax provision, it was defeated overwhelmingly. And, following the defeat of the sales tax, the House on March 30 passed the Revenue bill after it had incorporated therein the old "nuisance tax" schedules for the manufacturers sales tax proposal. This danger was pointed out last month.

The 1932 Revenue Bill, therefore, containing many excise taxes directly affecting retail druggists, chiefly of which are the cosmetic tax and the soft drink tax, is now before the Senate. Its fate in that body is problematical. Although passed by the House, it, of course, still has a long road to travel. At the time this is written, hearings are being held on its different sections before the Senate Finance Committee, and after these are concluded there will follow the debate on the floor of the Senate. If amended in the Senate, which is most likely, the bill will go to a Joint Conference Committee of the two bodies, and then must journey again through the House and the Senate before it is sent to the President for his signature. It is not considerd probable that there will be final enactment of the Revenue bill before June.

At this time, it is impossible to gauge the trend of sentiment in the Senate. It is the opinion of some representatives of the drug trade in close touch with the situation that there is a chance to defeat the "nuisance taxes" in the Senate. One thing is certain, the situation confronting us is a complicated one. There must be taken into consideration this fact, that if the temper of Congress is to balance the national budget regardless and to make special levies to do so, we may find ourselves later on in the session faced with the problem of accepting additional levies and more drastic levies.

The Revenue Bill as passed by the House imposes a tax of 10 per cent, of the manufacturers' selling price on cosmetics and toilet articles and tooth pastes and mouth washes, dentifrices, tooth pastes, aromatic cachous, toilet soaps, toilet powders and similar substances. The tax is to be paid by the manufacturer and passed on to the jobbers and retailers to be in turn passed on to the consuming public, if possible.

The Bill also imposes the same taxes on beverages as those imposed by the 1921 Revenue Act, as follows: 5c a gallon on all finished syrups used by bottlers, and 9c a gallon on soda fountain syrups, the tax to be paid by the manufacturer and passed on to the jobber and retailer. Of course, a retail druggist who makes his own fountain syrup must pay the tax as a manufacturer; 4c a pound on carbonic gas; 2c a gallon on

A Drug Store Speciality

CAPITAL STOCK FIRE INSURANCE FOR RETAIL DRUGGISTS ONLY

Nearly all of the Better Drug Stores have it with

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY

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A Company with more than Two Million Dollars in Capital, Surplus and Reserves for the Protection of its Policyholders

Worthwhile Premium Savings Druggist Adjusters

Every Retail Druggist should make his Insurance doubly sure by having at least part of it with this Company

Ask us for our Proposition on your Store

Some of our State Agents

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NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.

DO NOT GET CAUGHT
Without the
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THE SEASON'S STYLES
BUILT ON
SUBSTANTIAL QUALITY

SEE THE SNAPPY DESIGNS

THEY ARE GOOD TO YOUR
EYE, HEAD AND PURSE

BODEKER DRUG COMPANY

Wholesale Druggists

RICHMOND -:- VIRGINIA

"You make $4.00 on every $6.00 you invest. But that's ONLY PART of the profit story. What you'll put in the bank on this deal is up to you. Here's what I KNOW you can do if . . ."

When our salesman makes this proposition, take a sharp pencil and figure out what it will mean to you and your store. Give yourself a break.

$4 Profit on $6 Deal

A single deal consists of 10 Combination Packages as follows:

	COST TO YOU	SALE PRICE
9 Combination Packages each containing $1.00 bottle of Ambrosia, Filled Ambrosia Flask, Full size box of J & J Couettes, Funnel for refilling flash.....	$6.00	$9.00
1 Combination Package	FREE	$1.00
Total	$6.00	$10.00



THE BODEKER DRUG COMPANY

RICHMOND, VA.

ELI LILLY AND COMPANY

ALWAYS THROUGH THE DRUG TRADE

In every prescription department there is some "mucilage" merchandise that slows turnover. The Lilly Policy plus a wholesaler's facilities will help you maintain mobile prescription department stocks.



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cereal beverages; 2c a gallon on beverages made from fruit juices, or any other mixture or compound used instead of a finished syrup; 2c a gallon on still drinks; 2c a gallon on natural or artificial mineral or table water when sold at over 12½c a gallon. (These proposed taxes, should they survive in the bill as passed by the Senate, would become effective 30 days after it is finally enacted, and would terminate on July 1, 1934). The following schedule shows the new taxes and savings in the Revenue Bill as passed by the House and now before the Senate, as summarized in Washington Press dispatches and appearing in the April 16 issue of the *Literary Digest*:

TAXES AND SAVINGS IN THE HOUSE BILL

	Treasury Estimate	Committee Estimate
Income—tax increases	$ 122,000,000	$ 122,000,000
Corporation income tax	43,000,000	43,000,000
Income—tax administrative changes	204,000,000	214,000,000
Estate tax changes	20,000,000	20,000,000
Gift tax changes	5,000,000	10,000,000
Excise and Miscellaneous Taxes		
Sales of capital stock	70,000,000	70,000,000
Sales of bonds	25,000,000	25,000,000
Issues of capital stock and bonds	8,000,000	8,000,000
Conveyances	10,000,000	10,000,000
Sales of produce (5c per $100)	6,000,000	6,000,000
Admissions (1c for each 10c over 45c)	40,000,000	40,000,000
Lubricating Oil (4c per gallon)	35,000,000	35,000,000
Imported gasoline, fuel oil, (1c per gal.)	5,000,000	25,000,000
Malt and wort (35c per gallon) grape concentrates (40%)	46,000,000	46,000,000
Telephone and telegraph messages, etc., except and radio services	33,000,000	33,000,000
Imported coal ($2 ton)	500,000	500,000
Cosmetics, etc. (10% of mfg. sales)	20,000,000	20,000,000
Furs (10% of mfg. sales)	15,000,000	15,000,000
Jewelry (10% of mfg. sales)	15,000,000	15,000,000
Sporting goods and cameras (10% of mfg. sales)	6,500,000	6,500,000
Beverages (1921 rates) (see above)	10,000,000	10,000,000
Matches (4c per 1,000)	11,000,000	11,000,000
Chewing-gum (5% of mfg. sales)	3,000,000	3,000,000
Radios and phonographs (5% of mfg. sales)	11,000,000	11,000,000
Mechanical refrigerators (5% of mfg. sales)	6,000,000	6,000,000
Automobiles (3% of mfg. sales)	44,000,000	44,000,000
Trucks (2% of mfg. sales)	4,000,000	4,000,000
Accessories (1% of Mfg. sales)	8,000,000	8,000,000
Candy (5% of mfg. price)	12,000,000	12,000,000
Safety deposit boxes (10% of rental)	1,000,000	1,000,000
Yachts, motor boats, etc. (above $15 value, 10%)	500,000	500,000
Oil transported by pipe line (8% of charge)	20,000,000	20,000,000
Firearms and shells (10% of mfg. sales)	2,500,000	2,500,000
Increased postage, etc.	135,000,000	135,000,000
Total in tax bill as passed April 1	$ 997,400,000	$1,032,400,000
Savings		
General budget cuts (estimated)	$ 125,000,000	$ 200,000,000
Minor postal increases	30,500,000	30,500,000
Total new revenue	$1,152,900,000	$1,262,900,000

Ban on Drug Sales by Grocers Sustained by California Court

Press reports from San Francisco, through the Drug Trade News, give us the substance of an interesting case involving the sale of drugs by grocers. In this case the Superior Court Judge before whom the case was heard decided in favor of the Board of Pharmacy.

At the same time, however, he urged the representatives of the grocers to take the case to the Supreme Court for determination, which in itself indicates the presiding Judge entertains some doubt himself as to the correctness of his ruling. The case as reported follows:

Although refusing to sustain a temporary injunction granted to Scott & Gilbert prohibiting the State Board of Pharmacy from stopping the distribution and sale of certain drugs and medicines by various general merchants, grocery stores, etc., Superior Judge Julian Goodell, here, recommended that the case be taken to the Supreme Court for a final decision on the question. "What is a medicine, drug, or proprietary?"

Scott & Gilbert had sold to grocers and other retail outlets a list of some sixty items which the State Board of Pharmacy declared to be drugs, medicines and proprietaries. The sale of these articles through general, unlicensed stores was stopped by the Pharmacy Board. Upon the protest of Scott & Gilbert, a temporary injunction restraining the Board from further interference was granted by Superior Judge Harris and the case then transferred for trial before Superior Judge Goodell. Judge Goodell ruled orally in favor of the State Board.

Specifically involved in the action, were the following items: Zinc Oxide Plaster; Salt Petre; Peroxide of Hydrogen; Cardamon See; Cod Liver Oil. These items, Scott & Gilbert contended, are not drugs in the medical sense and should be allowed sale by any person. Scott & Gilbert asserted that A. O. Plaster is merely a mechanical appliance; that salt petre and cardamon are only flavors and condiments; that peroxide hydrogen is only a toilet article and bleach; and that cod liver oil is merely a food without medical properties.

These other products were involved in the actions: S. & G. Belladonna Plasters; Cespi Cascara Tablets; Cespi Syrup of Figs; S. & G. Menthol Syrup; Cespi Eucalyptus Ointment; S. & G. Magnesia Laxative; S. & G. Arnica Salve; Cespi White Pine & Tar; Phillip's Milk of Magnesia; Hill's Cascara Quinine Tablets; California Syrup of Figs & Senna. These items, Scott & Gilbert contended, are proprietary remedies which can be sold by anyone because of the trademark or copyrighted letters and names which appear upon them.

The State Board of Pharmacy, under the Pharmacy Law, contended that the drugs enumerated in the first list are all drugs and medicines, listed and standardized in the U. S. P. and cannot be sold except under the direct supervision of a state licensed pharmacist.

Judge Goodell, while refusing to restrain the injunction, recommended that the case be taken to the Supreme Court on habeas corpus proceedings for decision on what is a medicine and what is a proprietary remedy.

Labeling of Prescription Preparations

The Food and Drug Administration of the U. S. Department of Agriculture, through its Chief, Hon. W. G. Campbell, recently issued the following regulation with respect to the labeling of prescription preparations: "Preparations compounded on physicians' prescriptions which are prepared in the District of Columbia or its Territories, or which enter the channels of interstate commerce, must comply with the labeling requirements of section 8 of the Act, Paragraph 2, in the case of drugs." This means that if a druggist compounds a physician's prescription and sends it into an adjoining State by mail, or express, or otherwise, the label must state the amount of alcohol, morphine, opium, cocaine, heroin, alpha or beta eucaine, chloroform, cannabis indica, chloral hydrate, or acetanilid, or any derivative thereof. This applies whether the preparation is a U. S. P. or National Formulary product, or not. The only exception is that if a package compounded according to a physician's prescription is carried by the patient himself, or a member of his household, or the physician himself across a State line and is not subject to sale it need not be marked so as to conform with the law, because the transaction is not considered one of interstate commerce.

HAPPENINGS OF INTEREST

Alice Noble, *Editor* Chapel Hill, N. C.

This is Your Convention

It is less than two months until the date set for the fifty-third annual convention of the North Carolina Pharmaceutical Association—it is already time to perfect plans to make the convention a success. For months the officers of the Association and the T. M. A., as well as Local Secretary A. C. Cecil and his committees, have been putting forth their best efforts to have everything in readiness for the convention when June 21 rolls around. They are trying their level best to arrange an interesting and instructive convention program. However, these officials cannot stage a successful meeting alone. They need the co-operation of every Journal reader. Many of you have ideas for the convention program which are invaluable—why don't you sit down right now and write either President Weatherly or Secretary Beard about them? They are anxious for suggestions. Many druggists could help in another way—they could either write papers or give talks on subjects of vital importance to the present-day drug business. Why won't you help your Association in this way? Why not send in today the subject for such a talk or paper to Chairman R. A. McDuffie of the Papers and Queries Committee? We know you expect to attend the convention—you can't afford to miss it—but you will enjoy the meeting a great deal more and get much more out of it if you enter heartily into the business sessions and contribute your part to the program. Remember—the dates are June 21, 22, and 23, and be on hand for the first session and stay until the last one has adjourned.

General News Items

Mr. H. M. Winders, of Fremont, formerly with the Farmville Drug Co., of Farmville, is now located with the Kinston Pharmacy, in Kinston. He succeeds **Mr. O. L. Umstead**, of Stem, who accepted a position with Dorsey's Drug Store in Henderson on March 20. **Mr. W. C. Reedy**, formerly prescriptionist for the Henderson store, resigned a few weeks ago and is now in the insurance business.

We understand that **Mr. C. J. Wartman**, for several years manager of Wiggins Drug Store in Henderson, has purchased the Thomas-Culpepper Drug Store in the same town and has taken over the active management of the pharmacy.

Mr. James Hines Kirby, who recently accepted a position with the Upjohn Co., is making his home in Charlottesville, Va. His address is Box 278, Northwood Circle.

Mr. C. R. Hoggard, of Ahoskie, who has been connected with Richmond drug stores for the past several months, is now associated with the Whelan Drug Co., in Durham. **Mr. J. V. Farrington** has been transferred from the Durham to the Charlotte store of the Whelan Co. **Mr. L. S. Sullivan** who has been with the Durham Whelan store for a number of years has resigned and returned to his old home in West New Brighton, N. Y., where he will engage in the drug business.

"High Point gets its name from being the highest point on the original survey made for the Old North Carolina Railroad between Goldsboro and Charlotte."

Messrs. T. G. Crutchfield and **Squier**, who have been connected with the O. Henry Drug Stores in Greensboro for a number of years, have purchased the No. 5 store, located in the O. Henry Hotel building. They have already taken over the active management of the business and are extensively remodeling the interior of the store. The pharmacy will be operated as the Crutchfield-Squier Drug Co.

While en route from his home in Thomasville to Rocky Mount **Mr. H. R. Kyser** was

seriously injured in an automobile accident near the latter town on the night of April 5. He was taken to the hospital in Rocky Mount and latest reports state that he is resting as comfortably as possible. Mr. Kyser, formerly a pharmacist, is now a prominent attorney in Thomasville and was to have appeared in a case before the Superior Court in Raleigh on April 6. He had expected to spend the night before with his parents, Mr. and Mrs. P. B. Kyser, in Rocky Mount, and was on his way there when his automobile collided with a truck. At first it was thought it would be necessary to amputate an arm as the result of his injuries, but later this was avoided.

President W. A. Burwell, of the T. M. A., dropped by the JOURNAL offices the other day, and he is most enthusiastic about the plans that are being made for the High Point convention. Several important announcements about the entertainment program will be made in the June issue of the JOURNAL.

Mrs. D. T. Briles and other members of the corporation owning the I. W. Rose Drug Co., in Rocky Mount, have sold the pharmacy to Mr. W. A. Leggett, of Edenton. For the present the name of the store will remain the same.

We understand that Messrs. M. T. Y. McManus and L. T. Adams, both of Winston-Salem, have purchased the Crescent Drug Store at 4th and Main Sts. in the Twin City and will operate the business under its present name.

On April 6 President A. E. Weatherly attended a group meeting of the western district of the Virginia Pharmaceutical Association at Danville. He reports "quite a successful meeting and a great deal of enthusiasm about the convention at White Sulphur Springs."

A receivership order has been created covering the Sheraton Drug Co. in High Point, in business since last fall on the old Jones corner at N. Main and English St.

The *News and Observer* on March 27 carried cuts of the recently enlarged luncheonette department of Eckerd's Drug Store in Raleigh and also of Manager H. C. Maeyer and Assistant Manager W. B. Gilbert.

Miles Pharmacy in Henderson has moved into new quarters at the corner of Orange and Garnett Sts. The building is most attractive in every detail and provides an ideal location for the pharmacy. It has been most attractively furnished and presents a most pleasing appearance. The fixtures are modern in every particular, the building is well lighted and the pharmacy is one of the most up-to-date stores in that section.

"The birthplace of progressive pharmaceutical ideas—the State Association."

The Plaza Drug Co., of Charlotte, has been completely remodeled. This store was recently damaged by fire.

High Point is an attractive city; the people are friendly; the druggists are looking forward to entertaining the convention; you cannot afford to miss the meeting on June 21-23.

Fire in an adjoining building did considerable damage to the Koonce Drug Store in Chadbourn on the night of April 10. Plate glass windows in the drug store were cracked from the heat of the flames and other damage was done.

Mr. G. R. Pilkington's drug store in Pittsboro was broken into and robbed on the night of April 10. The front door was pried open and the entire store looted. The safe was blown open and all the narcotics stolen as well as all the cash, amounting to $80 or $90. A quantity of cigarettes, candy, and cosmetics was also secured. The total loss so far as checked was between $400 and $500.

Can You Help Us?

Letter sent to the following JOURNAL subscribers have been returned unclaimed: Messrs. G. E. Henderson, Lynchburg, Va.; G. H. Ballance, High Point; J. N. Rigby, Albemarle; H. Q. Ferguson, Statesville; J. B. O'Bannon, Charlotte; and H. L. Bobst. Morganton. If any one can furnish the present addresses of these druggists we shall appreciate this help.

School of Pharmacy Notes

The new University catalogue has just come from the press. One section of it is devoted to the School of Pharmacy and describes in detail the new four-year course

leading to the degree of S.B. in Pharmacy. In the new course, after the first two years of study, certain electives will be allowed in order that the needs of three types of students may be met. One group of courses is designed for those candidates who expect to become practicing retail pharmacists; a second for those wishing to be manufacturing pharmaceutical chemists; and the third for candidates who desire training as clinical technicians or who expect to apply for commissions in the U. S. Public Health Service. Beginning in the fall of 1932, the School will offer graduate work leading to the degree of M. S. in Pharmacy.

In the recent spring elections **Mr. C. S. Curry**, of Lexington, was elected president of the pharmacy student body, while **Mr. W. W. Johnson**, of Varina, was chosen the pharmacy representative on the Student Council. Officers for two of the classes have also been chosen as follows: For the Rising Senior Class: President, **M. L. Cline**, Lenoir; Vice-President, **F. A. Holt**, Graham; and Secretary-Treasurer, **S. G. Clark**, Pittsboro. For the Rising Second Year Class: President, **R. Langdon**, Benson; Vice-President, **N. H. McCollum**, Spray; Secretary, **Miss Rebekah Moose**, Mount Pleasant; and Treasurer, **H. F. Bobbitt**, Macon.

In the general University elections there were two successful candidates in which Journal readers will be interested. Mr. A. S. Cate, Jr., of Greensboro, was elected president of the rising senior class. His father, **Mr. A. S. Cate, Sr.**, is well known to North Carolina druggists as he received his license as a pharmacist in 1896 and has for many years been the proprietor of the Revolution Pharmacy in Greensboro. The son of **Mr. E. C. Daniel, Sr.**, proprietor of the Zebulon Drug Co. in Zebulon, was elected Vice-President of the Student Body. He bears the same name as his father, **Elbert Clifton Daniel**. Both of these offices are honors coveted by University students.

Messrs. R. C. Maness, of Biscoe, and **W. S. Crouch**, of Leaksville, have been elected to membership in Rho Chi, national honorary pharmaceutical fraternity.

A Generous Gift

The Woman's Auxiliary of the North Carolina Pharmaceutical Association has given to the Student Loan Fund of the University the sum of $150.00 to be used exclusively in helping pharmacy students in need of financial assistance. The gift was made through **Mrs. F. W. Hancock**, of Oxford, president of the organization and is greatly appreciated by the University authorities and students.

Gifts to the University

On April 7 **Dr. E. V. Zoeller** presented to the museum of the School of Pharmacy the following interesting articles: a pair of hand scales, a quassia cup, an old pill box, a Seidlitz Powder cup, three orris root teething fingers, and a beautiful old fashioned etched show bottle. He gave to the Library several old books and a number of unbound drug journals. An interesting gift for the Association records is a letter written to Dr. Zoeller by **Mr. S. J. Hinsdale** on January 16, 1882.

Professor W. S. Jenkins of the history department of the University has loaned to the museum a most valuable exhibit consisting of a pair of hand scales in their old fashioned wooden box, two mortars, an old wooden pestle, a pill box, and two graduates. These articles were owned and used by **Dr. David Warlick Schenck**, of Lincolnton, from 1838 to 1850, and since that time have been in the possession of the family of Professor Jenkins.

Mr. Sam E. Welfare has given an old type prescription vial with blown in lettering.

The Library of the School has been further enriched by a gift of a number of books from **Dr. I. P. Battle**, of Rocky Mount.

Queer Orders

Submitted by **Mr. Warren W. Horne**:

Gum Gowhackum (Gum Guaiac).

Railroad Cough Syrup—think it is Coast Line (Cocillana Cough Syrup).

Refill Football prescription (Prescription No. 18-43-76).

Submitted by **Mr. Paul Eubanks**:

Bottle of Curry Comb (Mercurochrome).

Submitted by **Mr. J. C. Hood**:

Picklesneat Powders (Prickly Heat Powder).

Lye Salt (Lysol).

One bottle talest oil (Tasteless Castor Oil).

One bar cast still sope (Castile soap).

Submitted by **Mr. Sam E. Welfare:**

Do ease the community (Dewee's Carminative).

C or C Pills (Calomel, Rhubarb, and Calomel Pills—C. R. C.)

Dean Beard Visits Middle West

Dean J. G. Beard has just returned to the University after a business trip for the American Association of Colleges of Pharmacy which included an official visitation to the following colleges: Ohio Northern University, Western Reserve University, The University of Pittsburgh, and West Virginia University. In addition he visited unofficially the schools of pharmacy at Ohio State University, the University of Michigan, and Duquesne University at Pittsburgh. Also on the trip he inspected seven unusually large hospitals in colleges at Ann Arbor, Michigan, Cleveland, Ohio, and Pittsburgh, Pa., for the purpose of learning how the drug needs of patients are supplied by modern hospitals.

Plan for Meeting

A meeting of the entertainment committee for the forthcoming annual convention in High Point was held in the office of **Mr. P. A. Hayes,** president of the Justice Drug Co. in Greensboro on the afternoon of April 18 to formulate plans for the entertainment of those attending the convention. Those present at the meeting were **President A. Earl Weatherly, Mr. P. A. Hayes,** chairman of the T. M. A. Entertainment Committee; **Local Secretary A. C. Cecil,** of High Point; **D. A. Dowdy,** chairman of the entertainment committee for the High Point druggists; and **Miss Alice Noble,** who represented Secretary-Treasurer **J. G. Beard,** who was prevented from attending on account of a business trip in the middle west.

A very interesting program has been mapped out which includes dances, bridge parties, drives, golf tournaments, a barbecue, etc. The program in detail will be printed in the June issue of the JOURNAL.

Notice

The Library of the University of North Carolina is very anxious to complete its files of the Proceedings of the North Carolina Pharmaceutical Association. It needs the 1887, 1890, and 1891 Proceedings. If any of our readers can supply one or all of these numbers we shall appreciate it if they will mail them to Dean Beard in Chapel Hill.

Marriages

Alumni of the University will be interested in learning of the marriage of **Mr. David W. Bell, Jr.** and Miss Margaret Chandler, which occurred at the home of the bride's parents on the Wake Forest road, Durham, on March 19. Mr. Bell received the B.S. in Pharmacy degree at the University last June and is now residing at his old home in Washington, D. C. He is connected with the People's Drug Store. Mrs. Bell attended the N. C. College for Women and later graduated in nursing at Watts Hospital.

In the quiet wedding at high noon on March 26, in Hamlet, Miss Anna Lee Sandford became the bride of **Mr. E. Burton Bristow.** The bridegroom is the son of the late E. W. and Mrs. Margaret Kennedy Bristow, of McColl, S. C., and for several years has been the proprietor of a drug store in Rockingham. He attended Wake Forest College and later graduated from the School of Pharmacy at the State University. During his senior year he acted as assistant in the pharmaceutical laboratories. After a wedding trip to the Magnolia Gardens in Charleston and to various points in Florida the young couple are making their home in Rockingham.

Miss Ruby Bartlett and **Mr. Rufus F. Hadley** were quietly married in Goldsboro on the morning of March 27. Immediately

after the ceremony the members of the wedding party were entertained at a breakfast at the home of the bride's parents at Belfast a few miles north of Goldsboro. Mr. Hadley holds a position with the Hicks and Hawley Drug Co. of Goldsboro.

Mrs. William Sanford Stancill announces the marriage of her daughter, Cora Bebe, to **Mr. William Edmund Hardee**, on April fifth, in Charlotte. Mr. Hardee is originally from Stem and graduated from the State University in 1926. He is a member of the Kappa Psi fraternity. For several years he was connected with Hardee's Pharmacy in Durham, but since last summer has been associated with the Whelan Drug Co. in Charlotte.

Engagements

The engagement of Miss Mary Wood, of Oxford, to **Mr. J. J. White**, of Henderson, was announced recently by the mother of the bride at her home in Oxford. The wedding is to take place on June 10. Mr. White is originally from Townesville, and graduated from the U. N. C. School of Pharmacy in 1925. For the past several years he has been connected with the Kerner Drug Co.

Deaths

Friends were shocked to hear of the death of **Mr. William Bryant Phillips**, of Goldsboro, on the morning of April 5 following an illness of less than twenty-four hours. Mr. Phillips was at his work as usual on April 4 and about mid-morning was taken violently ill. Rushed to the hospital, surgeons operated but found his condition beyond their aid. Mr. Phillips was born in Rockingham on October 4, 1896. He had been in the employ of the Goldsboro Drug Co. for the past twelve years. During the World War he served overseas as a private in H. Q. Co., 56th Infantry. He was awarded three bronze stars for bravery during the Argonne and Verdun engagements, and was gassed while defending Verdun. He married Miss Helen Best, of Wilson, on August 9, 1924 and she survives him as well as several brothers and sisters. Mr. Phillips was an active member of the Wayne Post of the American Legion and had been associated with the N. C. P. A. since 1921.

Mr. Robert Frank Dalton, age 75, retired business man of Greensboro, who was prominently connected with a number of enterprises, died at his home on April 7. During the active years of his career Mr. Dalton was known as one of the outstanding business men of the State. Lumber business, drugs, motor cars and manufacturing were among the multiplicity of interests that claimed his attention. He organized, with **Mr. Clark Porter**, the Porter-Dalton Drug Store in which his partner's famous nephew once worked. He was licensed as a pharmacist in 1881 and was a charter member of the N. C. P. A. He retired from the drug business many years ago to devote his time to his many other interests.

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Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules, Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc.
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SILVEROL (GANE) is particularly well suited for dispensing. It gives a clear, stable solution, contains over 20% of Silver and being practically non-hygroscopic keeps better than the ordinary Silver Nucleinate. Its high quality and brilliant appearance have made Silverol (Gane) the preferred product by physicians and by high class pharmacies.

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MODEL E

in four colors

POWERS - TAYLOR DRUG CO., INC., RICHMOND, VA.

Please Mention The Carolina Journal of Pharmacy When Writing Advertisers

BONES OF CONTENTION

By H. W. Russell

Some of the most fun I ever got out of life was when hanging around the general store of my Uncle at Appomattox, Va., and every time I recall one incident I have to laugh all over again. My older brother ran this store for Uncle Jack, as we all called him, and there was a certain negro in the town that was a real character, his name was Dave Tibbs.

One summer afternoon, when the sun was playing hide and seek with the thermometer, this Dave Tibbs sat down on an empty box in the back of the store, and before long, he was fast and sound asleep. Always alert for fun, my brother motioned to those of us who had noticed the wide open mouth of Dave, to keep still, then he slipped up front where they kept the drugs, got a good pinch of quinine in his fingers, crept up to Dave and dashed it right down his throat.

Dave, as black as he was, turned white for an instant, woke up, rolled his eyes, began spitting and sputtering, and yelled, "Boss, Boss, git me a doctor quick, my gall done bust." And, it was quite some time before we could convince Dave that his "gall" was all right, but if old Dave is still alive, I'll bet unto this day he still thinks "his gall done bust."

You don't have to actually throw quinine down the thorax of the public to make them spit and sputter and act like their "gall done bust," but oftener than otherwise, a bad taste can be put in the consumer's mouth over the most seemingly trivial matter, depending entirely upon the viewpoint, and don't ever forget that most matters look different from the consumer's side of the counter to what they look from your side of said counter.

Not so long ago I went into a drug store and got peeved to the core, over almost nothing. Being a consumer, and going there to make a purchase, I, of course, had a perfect right to get peeved if I wanted to. Now, you're not going to believe this, but if it isn't the truth I'll never tell another lie as long as I live. I was in a small town in Tennessee (name on request) and was invited out to a private home for dinner that evening. My friend (also name on request) had one child, a darling little girl, (her name on request also) and I wanted to take this little kid something.

Now, here is where the plot thickens, so draw near and uncork both ears. Practically all stores had closed, but there was a good, old reliable drug store on the corner, so I made a bee-line for it. Just as I crossed the threshold the proprietor (will not divulge name) met me with the customary quiz: "Something I can do for you?" I admitted that I was there for a purpose, and that purpose being to purchase something for a little girl. So I ventured, "Have you anything suitable?" Tears almost came to his eyes when he conveyed the sad news to me that he had knives, tops, whips and the like for boys, but not a darn thing for little girls. Well, I couldn't change the girl off for a boy, but something uncanny drew me into the back part of the store, when a sight for sore eyes stared me in the face! "Say," I called to him, "do you think little girls like dolls?" And then, a blessed light dawned upon him—he had a whole showcase full of dolls, and had forgotten all about them! Yes, I bought a doll, and the little girl is happy, but don't you ever keep a customer waiting when they ask for a B.C. headache powder—keep them handy, up in front, preferably at the fountain—and don't substitute on them, for there is nothing else that will do the pain-relieving job in three minutes like B.C.

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proven products well-known to your customers.

Speed their turnover by displaying them prominently in your store!

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All for HHH *Beauty*

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Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
Hair Preparations	Manicuring Requisites
Bath Luxuries	Perfumes

"Used by Women Who Know"

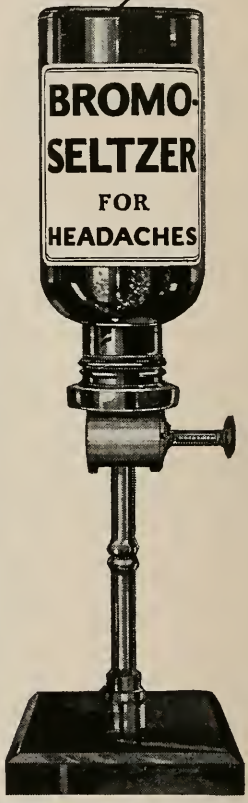
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● CORRECT DOSE

● LARGER PROFITS

BROMO-SELTZER
The National Headache Remedy

Recommend Small Size for the Pocket

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UNGUENTINE

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The makers of Unguentine offer products, plans, and publicity to help you make the most of *this* Summer's profit opportunities.

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Newspaper Advertising — powerful stuff—makes the whole plan sure-fire! *Talk to the Norwich Representative*—he has products, plans and deals that will interest you very much!

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Norwich

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We are also distributors for

Robert M. Green Soda Fountains
and
Bastian Blessing Carbonators

W. H. KING DRUG COMPANY

Wholesale Druggists

Raleigh, N. C.

"The House of Friendly Service"

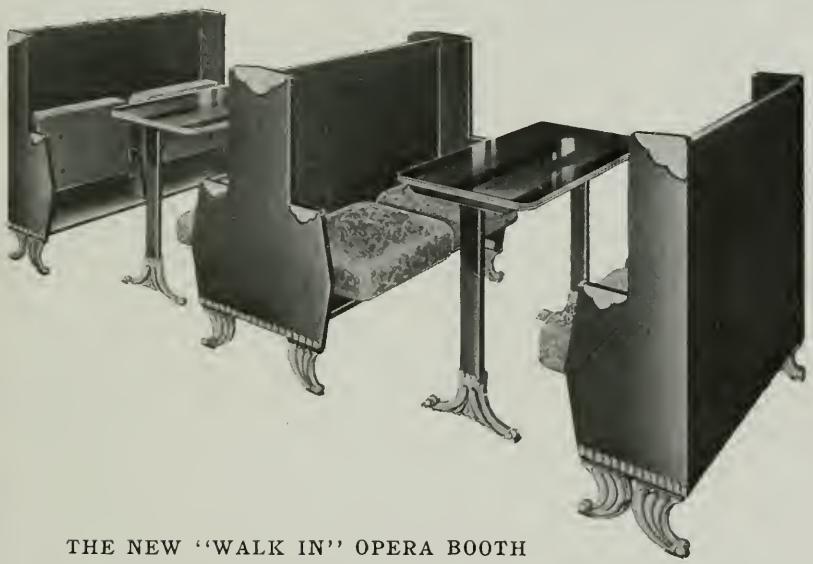
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VOL. XIII No. 10

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

JUNE, 1932



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1. Walk in plenty of room, no sliding.
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5. New and different. Will make your place the talk of the town.

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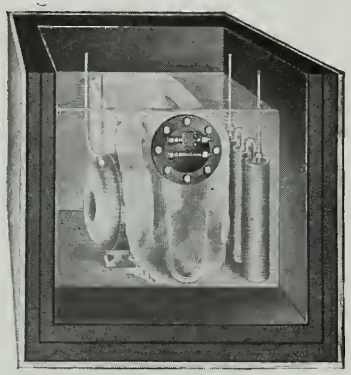
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Soda Fountain Pioneers Established 1874
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Sal-Ethyl Carbonate, in addition to being equal in therapeutic efficiency to acetylsalicylic acid and other salicylates, is free from the disadvantage which such products possess—*it does not irritate the stomach.* The reason is that Sal-Ethyl Carbonate does not release free salicylic acid in the stomach. It is insoluble in the acid secretions of the stomach but breaks up in the small intestine where it exerts its full therapeutic activity.



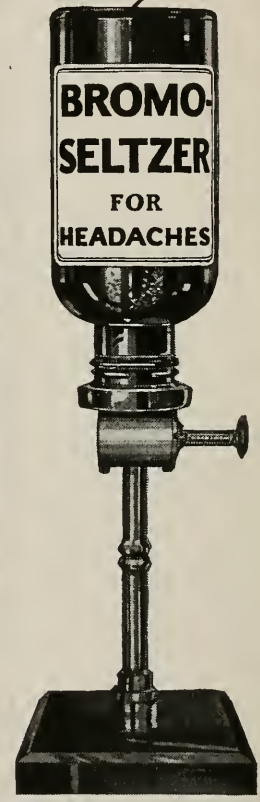
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BROMO-SELTZER
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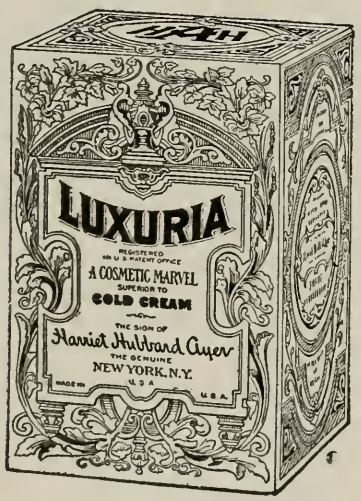
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Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
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THE recent development of a new type calcium phosphate has resulted in a new and advanced Pepsodent Tooth Paste.

This new polishing agent is very soft—being approximately one-half as hard as chalk, and is extremely fine; it passes through a 400-mesh sieve.

The improved Pepsodent Tooth Paste imparts a beautiful lustre to the tooth enamel. It removes mucin plaque with exceptional rapidity and thoroughness.

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Special Calcium Phosphate	59.400%
Benzoic Acid	0.100%
Tragacanth Gum	0.600%
Karaya Gum	1.200%
Calcium Chloride	0.237%
Glycerine, water, flavor	38.463%

As a flavor, delicious, cooling, redistilled mint oils are employed.

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The new fifteen-syringe and supplementary five-syringe packages of Mulford Pollen Extracts provide the physician with a more attractive, compact, and convenient method of treatment. Ask our representative about them.

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Artemisia annua
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To meet every need of your physicians during the trying hay fever season, the Mulford Biological Laboratories have produced Pollens Dried and Pollen Extracts from the hay fever plants common in your community.

Because hay fever sufferers in increasing numbers are seeking relief in this form of treatment, the use of diagnostic pollens and extracts is greater than ever. Physicians are exercising greater care in diagnosis and are building up more thorough protection by using 15-dose and 20-dose treatments.

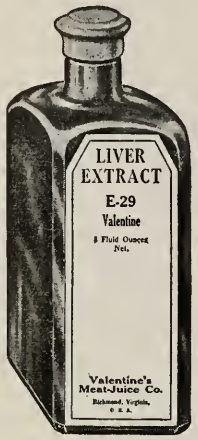
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in leading hospitals in widely separated districts of the United States. It offers to the physician a standardized product of Liver in Aqueous Extract Form. The technique of manufacture has been carefully controlled by clinical response of many selected cases, while its keeping qualities have been tested by subjecting the standardized product to extreme physical conditions.

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Clinical reports will be sent on request.

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MODEL E

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This is your real opportunity. We suggest that you get behind and push this profit protected, consumer accepted line.

WE SOLICIT YOUR ORDERS



EPHEDROL

WITH ETHYLMORPHINE HYDROCHLORIDE*

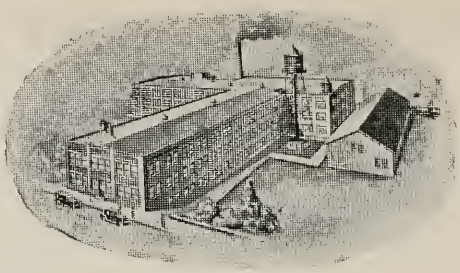
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It's Smart and Thrifty, Too, to Use Pictorials
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Carminative, Anti-spasmodic,
Sedative

A superior corrective of acute gastro-intestinal disorders, so common during the summer months. Composed of blackberry root, nutgalls, sodium bicarbonate, ginger and prickly ash bark, skillfully blended with choice aromatics.

Sample free to physicians upon request.

Prepared only by

THE TILDEN COMPANY

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IMPORTING AND WHOLESALE
DRUGGISTS

Drugs, Chemicals,
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ORCHESTRA
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16 Stations—Tuesdays and Fridays
Dealers tell us this program is selling
Southern Dairies
ICE CREAM

SANITIZED FOR HEALTH'S SAKE



NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.

RID YOUR SCALP OF DANDRUFF OR YOUR HAIR WILL STRANGLE. TONO SCALPA HAIR AND SCALP TONIC AND TONO SCALPA COCONUT OIL SHAMPOO WILL DO THIS AND PAY A PROFIT.

ORDER A DEAL FROM YOUR JOBBER

OWENS & MINOR DRUG CO.
Manufacturers
Richmond, Virginia

LABELS — BOXES

QUALITY WAY UP — PRICES WAY DOWN

Prescriptions?

OUR assistance and coöperation on ℞ BLANKS has INCREASED BUSINESS for others———WHY NOT YOU?

E. B. READ & SON CO. BALTIMORE, MD.

Over 50 Years of Service to the Independent Druggists

SOUTHERN REPRESENTATIVE

J. G. BARNETTE

248 Colonial Ave. Charlotte, N. C.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT
CHAPEL HILL, N. C.

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Vol. XIII JUNE, 1932 No. 10

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All Roads Lead to High Point

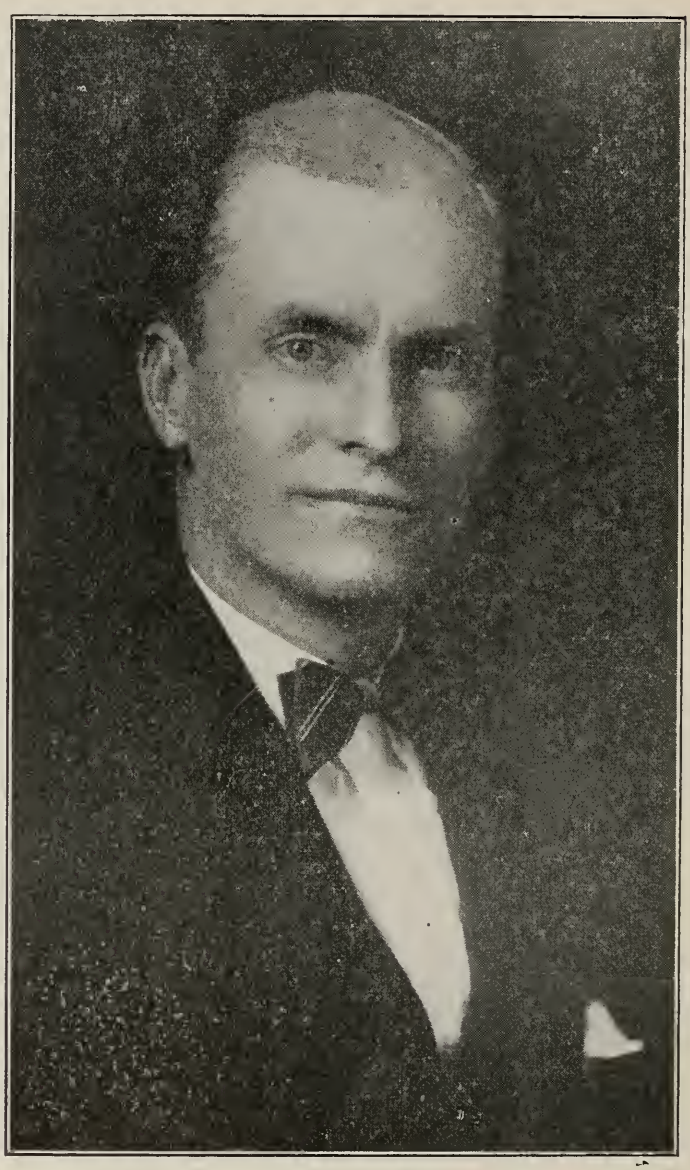
On June 21, 22, and 23 all roads will lead to High Point and to the convention of the North Carolina Pharmaceutical Association at the Sheraton Hotel. The High Point druggists have outdone themselves to entertain the visiting druggists and their wives, and every one may rest assured that they will be royally entertained as well as instructed.

The business side of the program will be very instructive and, in view of the present situation, any information that may be obtained at the convention will be just another weapon in our hands to beat Old Man Depression.

The High Point druggists and their wives have concerned themselves mostly with the social side of the convention. They have provided an excursion over the city with a trip through several flower gardens and to the furniture show rooms. There will be a reception at the Country Club with dancing, refreshments, and entertainment galore. A golf tournament has been scheduled for the men and free fishing at the City Lake for the men who do not play golf. A card party has been planned for the ladies and also a theatre party. One of the high lights of the convention will be the banquet at the Sheraton Hotel given in honor of the visitors by the Traveling Men's Auxiliary. And last, and probably best of all, there will be the barbecue at the City Lake given by the Justice Drug Co. and the Barbee-Hayes Co., of Greensboro, where the drawing for prizes will be held.

Every one who does not come will miss one of the most instructive and entertaining conventions ever held and this is a sincere invitation from the High Point druggists to attend.

(Signed) A. C. CECIL,
Local Secretary.



PRESIDENT A. E. WEATHERLY, of Greensboro

Who will preside over the Fifty-third Annual Meeting of the N. C. P. A.

President Weatherly urges every member of the Association who can possibly do so to attend the forthcoming convention. Matters of vital concern to the profession of pharmacy will be discussed and acted upon and it is imperative that a representative group of North Carolina pharmacists be present at High Point.

PRESIDENT'S SECTION

A. E. WEATHERLY Greensboro, N. C.

In this issue of the JOURNAL you will read the program for our High Point meeting on June 21-23. Certainly you will agree that it is brimming full of interesting events. I am confident that no previous meeting has ever had such a galaxy of fine speakers on the program. These men will bring to you messages of intense interest that vitally concern your business problems of today. You cannot afford to miss the opportunity of hearing such men as Mr. Bruce Philip, President-elect of the American Pharmaceutical Association and General Counsel in Washington for the N. A. R. D.; Mr. Eugene C. Brokmeyer, Counsel for the N. C. P. A. in Washington, who has done a great legislative work for our organization during the past few months; Professor W. G. Crockett, of the Medical College of Virginia, who will talk on U. S. P. Revision Methods; Mr. Anton Hogstad, Jr., the new chairman of the Pharmacy Week Committee, and Mr. Carl Weeks, President of the Armand Co.

With such an interesting business program arranged most certainly we will have a keener interest manifested in our business sessions at the High Point meeting. By all means do not neglect this part of our program. Let's show these fine gentlemen, who are contributing their time and effort in our behalf, that we appreciate their efforts by attending these meetings.

Your President had the pleasure of meeting with the Local Committee and the T.M.A. Entertainment Committee in Greensboro recently, and I promise you that the entertainment program, as outlined on pages 216-18 of this issue will be one of the best you have ever had—so good in fact it will make you forget how much you owe your jobber—and that's the supreme test of enjoyment these days! Two delightful dances have been arranged. There will be bridge parties and sight seeing trips for the ladies; a golf tournament for those who play golf; and a banquet as well as a barbecue. Who could ask for more in the way of entertainment?

But above all, I appeal to you to give every consideration to our business sessions this year. Several new ideas are going to be suggested to our Association. We want your opinions on these suggestions and we want you to enter into the discussion of such matters. Every member of our Association should realize that the labors of the organization are for his individual benefit as well as for the general welfare of the profession of pharmacy in North Carolina. Now as never before pharmacists in North Carolina need the coordination of all forces in protecting themselves against harmful legislation and unfair methods of competition. A few can accomplish nothing, but if each and every one of our members lends himself to the task a tremendous influence will be exerted.

Let's all go to High Point; lets have the busiest and most pleasant meeting in the history of our Association.

(Signed) A. EARL WEATHERLY, *President,*
North Carolina Pharmaceutical Association.



LOCAL SECRETARY A. COKE CECIL

For a number of years Mr. Cecil and other High Point druggists have been urging the Association to meet in the Furniture City. They extend a most cordial and hearty invitation to every member of the N. C. P. A. and the T. M. A., as well as their wives, to be their guests in High Point on June 21, 22, and 23. Elaborate preparations have been made for the entertainment of the delegates and visitors.

OFFICERS AND COMMITTEES OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Officers

A. E. Weatherly, Greensboro — *President*
Paul Webb, Sr., Shelby — *Vice-Presidents*
J. C. Hood, Kinston — *Vice-Presidents*
J. M. Hall, Sr., Wilmington — *Vice-Presidents*
J. G. Beard, Chapel Hill — *Secretary-Treasurer*
C. M. Andrews, Burlington — *Assistant Secretary-Treasurer*
Alice Noble, Chapel Hill — *Associate Secretary*
A. C. Cecil, High Point — *Local Secretary*
F. O. Bowman, Chapel Hill — *General Counsel*
J. G. Beard, *Chairman* — *A.Ph.A. Delegates*
J. A. Goode, *Chairman* — *N.A.R.D. Delegates*

Committees

EXECUTIVE

A. E. Weatherly, *Chairman*

Paul Webb, Sr.
J. C. Hood
J. G. Beard, *Secretary*
G. K. Grantham, Sr.
C. L. Eubanks
W. W. Horne

LEGISLATIVE

G. K. Grantham, Sr., *Chairman*
F. W. Hancock
J. P. Stowe
P. C. Stratford
E. E. Thomas

RESOLUTIONS

J. A. Goode, *Chairman*
J. P. Stowe
R. R. Copeland
E. R. Thomas
S. G. Etheridge

INSURANCE

C. L. Eubanks, *Chairman*
J. P. Stowe
F. O. Bowman
C. C. Fordham, Jr.
L. W. Aiken

U. N. C. SCHOOL OF PHARMACY

W. W. Horne, *Chairman*
C. C. Fordham, Sr.
J. P. Stowe
B. F. Page
A. C. Cecil

MEMBERSHIP

A. C. Cecil, *Chairman*
G. McLarty
C. A. Ring, Jr.
W. M. Tucker

PAPERS AND QUERIES

R. A. McDuffie, *Chairman*
R. H. Andrews
D. A. Dowdy

TRADE INTERESTS

A. A. James, *Chairman*
W. C. Ferrell
P. B. Bissette

PRACTICAL PHARMACY AND DISPENSING

I. W. Rose, *Chairman*
W. L. Moose
C. P. Greyer

PRINCIPLES OF BUSINESS PRACTICE

A. N. Martin, *Chairman*
L. M. Bobbitt
E. C. Daniel

Officers-Elect of the Association

The following officers, elected by mail ballot in 1931, will be installed at the High Point meeting of the Association:

Polk C. Gray, Statesville — *President*
A. C. Cecil, High Point — *Vice-Presidents*
J. M. Hall, Sr., Wilmington — *Vice-Presidents*
H. M. Cooke, Sr., Salisbury — *Vice-Presidents*
J. G. Beard, Chapel Hill — *Secretary-Treasurer*
C. L. Eubanks (term expires 1933) — *Members of the Executive Committee*
Warren W. Horne (term expires 1934) — *Members of the Executive Committee*
C. C. Fordham, Sr. (term expires 1935) — *Members of the Executive Committee*

The T. M. A. Officers

W. A. Burwell — *President*
A. D. Pollard — *Vice-President*
J. Floyd Goodrich — *Secretary-Treasurer*
P. A. Hayes — *Chairman Entertainment Committee*

BOARD OF GOVERNORS

P. A. Hayes — Greensboro
Jim Coppedge — Raleigh
W. McElveen — Charlotte
J. B. O'Bannon — Charlotte
C. Rush Hamrick — Shelby

CONVENTION PROGRAM OF THE FIFTY-THIRD ANNUAL MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Monday, June 20

8.00 p.m.

Joint Meeting of the Executive Committees. A very important meeting of the present and incoming Executive Committees will be held at 8:00 p.m. at the Sheraton Hotel and the members of both committees are urgently requested to be present.

Tuesday, June 21

The registration of delegates and visitors will be under the direction of Assistant Secretary C. M. Andrews. The registration begins at 9:00 a.m., and will continue throughout the convention. A fee of $1.00 will be charged each person participating in the business and entertainment program. This fee entitles the registrant to a badge which will serve as the card of admission to every convention event.

First General Session of the Association

10:30 a.m.

Convention Hall—The Sheraton Hotel

Convention Called to Order by President A. Earl Weatherly.
Invocation by Rev. Ray Jordan.
Address of Welcome on Behalf of the City of High Point by Mayor C. S. Grayson.
Response by Mr. A. Allison James, of Winston-Salem.
Address of Welcome on Behalf of the Local Druggists by Col. Westcott Roberson.
Response by Mr. D. G. Ridenhour, of Mount Gilead.
Roll Call by the Secretary.
Reading of Minutes of Preceding Meeting.
Report of the Membership Committee.
Applications for Membership Received and Acted Upon.
Reception of Visiting Delegates.
General Announcements by Local Secretary A. Coke Cecil.
Report of Chairman Roger A. McDuffie of the Papers and Queries Committee.
Reading and Discussion of Papers.

The Advantages and Disadvantages of a Mezzanine Prescription Room. Parke C. Stratford.
Some Things I Think Should be Taught in Pharmacy Schools. By C. N. Herndon.
Chain Stores versus Independents. By C. C. Seawell.
Subject Unannounced. By Carl Durham.
(The titles of other papers will be announced later.)

Presentation of Subjects for Debate.

Should Manufacturers Cut the Prices on Ice Cream? Discussion led by John K. Civil.
(The titles of other subjects for debate will be announced later.)

Adjournment of the First Session.

Second Session

2:00 p.m.

Convention Called to Order by the President.
Appointment of Nominating Committee.
Appointment of Committee on Time and Place of Next Meeting.
Annual Address of the President.
Annual Report of the Secretary-Treasurer.
Annual Report of the Executive Committee.
Receipt of Resolutions. All resolutions must be submitted in writing.
Annual Report of Secretary-Treasurer F. W. Hancock of the North Carolina Board of Pharmacy.
Adjournment of the Second Session.

2:00 p.m.

Automobile drive tendered the ladies registered for the convention. The drive will include a visit to the Show Rooms of the Tomlinson Chair Company. (Conducted by Mr. C. A. Ring, Jr.)

4:00 p.m.

Golf tournament at Blair Park for the men registered for the convention. Nine holes will be played the first afternoon and the remaining nine holes the second day at the same hour. Prizes will be awarded when scores for the eighteen holes are turned in the second day. (Conducted by Mr. Phil Warner.)

Free fishing at City Lake for those who do not play golf.

Third Session

8:00 p.m.

Convention Called to Order by the President.

Address by Dr. Anton Hogstad, Jr., National Chairman of the Pharmacy Week Committee, formerly a member of the faculty of St. Louis College of Pharmacy, and now of Merck and Co. Dr. Hogstad was appointed in 1926 Pharmacognosist to the Missouri Botanical Garden at which institution he inaugurated the present medicinal plant garden. Subject: "The Changing Order of American Pharmacy." (To be introduced by Mr. J. M. Hall, Sr., of Wilmington.)

Adjournment of the Third Session.

10:00 p.m.

Reception at the High Point Country Club, given by the druggists of High Point to all registered for the convention. Dancing and cards for those who do not dance. Special features will be introduced during the progress of the dance. (Conducted by Messrs. D. A. Dowdy, Joe Hoffman and A. Coke Cecil.)

Wednesday, June 22

10:00 a.m.

Meeting of the Traveling Men's Auxiliary

(Room to be announced later)

10:00 a.m.

Card Party at the Sheraton Hotel for all ladies registered for the convention. (Under the direction of Mrs. C. A. Ring, Mrs. D. A. Dowdy, and Mrs. A. Coke Cecil.)

Fourth Session

10:00 a.m.

Convention Called to Order by the President.

"Seven of Every Ten." A sound motion picture presented through the courtesy of the Coca-Cola Company.

"Profits Plus." A motion picture presented through the courtesy of the Eastman Kodak Company.

Report of the U. N. C. School of Pharmacy Committee.

Report of the Resolutions Committee by Chairman J. A. Goode.

Section on Practical Pharmacy and Dispensing.

Report of Chairman I. W. Rose.

Presentation of Papers. Subjects to be announced later.

Address by Mr. Carl Weeks, President of the Armand Co. Subject: "How to Sell Cosmetics." (To be introduced by Mr. P. A. Hayes, of Greensboro.)

Adjournment of the Fourth Session.

Fifth Session

2:00 p.m.

Convention Called to Order by the President.

Report of Attorney F. O. Bowman.

Report of the Legislative Committee by Chairman G. K. Grantham, Sr.

Report of the Trade Interests Committee by Chairman A. Allison James.

Address by Mr. E. C. Brokmeyer, Washington Representative of the N. C. P. A. and General Counsel for the Federal Wholesale Druggists Association.

Subject: "Pharmacy Problems." (To be introduced by Mr. F. O. Bowman, of Chapel Hill.)

Adjournment of the Fifth Session.

4:00 p.m.

Completion of the Golf Tournament for the Men Registered for the Convention. More fishing.

7:00 p.m.

Banquet at the Sheraton Hotel given by the Traveling Men's Auxiliary in honor of the delegates and visitors registered for the convention.
Address by Dr. W. Bruce Philip, President-elect of the American Pharmaceutical Association and Counsel in Washington for the N. A. R. D. (The subject of Dr. Philip's address will be announced later.) (To be introduced by Mr. Warren W. Horne, of Fayetteville.
The banquet will be followed by a dance.

Thursday, June 23

10:00 a.m.

Theatre party at the Broadhurst Theatre for the ladies registered for the convention. (Conducted by Mrs. A. Coke Cecil, Mrs. Frank Murr, and Mrs. Joe Hoffman.)

Sixth Session

9:30 a.m.

Convention Called to Order by the President.
Report of the Insurance Committee by Chairman Clyde Eubanks.
Report of the Committee on the Principles of Business Practice by Chairman A. N. Martin.
Report of the Delegates to the A.Ph.A. by Chairman J. G. Beard.
Report of the Delegates to the N. A. R. D. by Chairman J. A. Goode.
Address by Dr. W. G. Crockett, Professor of Pharmacy, The Medical College of Virginia. Subject: "A Glimpse at U. S. P. Revision Methods." (To be introduced by Professor I. W. Rose, of Chapel Hill.)
Report of the Committee on the President's Address.
Discussion of General Policies to be Adopted.
Report of the Committee on Time and Place of Next Meeting.
Report of the Nominating Committee.
Election of Officers.
Miscellaneous Business.
Installation of Officers for the ensuing year.
Final Adjournment of the Convention.

1:30 p.m.

Barbecue at City Lake tendered all members and guests registered for the meeting by the Justice Drug Company and the Barbee-Hayes Co.



THE BUSINESS DISTRICT OF HIGH POINT

THE FIFTY-THIRD ANNUAL MEETING

Foreword

For many months officers of the Association have been giving a great deal of time and thought to perfecting an interesting and profitable program for the Fifty-third Annual Meeting, while Local Secretary A. Coke Cecil, assisted by committees of High Point druggists with Mr. D. A. Dowdy as chairman, have been busy with preparations for the entertainment of the visitors and delegates. The traveling men, headed by President W. A. Burwell and Chairman P. A. Hayes, are leaving no stone unturned to give those attending the convention "the time of their lives."

We rather hate to use the expression "the early bird catches the worm", but we do want to emphasize the importance of delegates and visitors arriving early and making every effort to stay throughout the convention. There will be something doing all the time—you cannot afford to miss a single minute of the three-day convention schedule. Make your plans to arrive in High Point early on the morning of Tuesday, June 21. As soon as you reach the city go immediately to the Hotel Sheraton—Convention Headquarters—and register with Assistant Secretary C. M. Andrews so that he may give you your badge of admittance to all entertainment events and business sessions. And right here let us emphasize the importance of registration. *Your badge will be a necessary admission card to every convention event.*

The First Day

The convention will be called to order by President A. Earl Weatherly at 10:00 a.m., June 21. After the invocation there will be addresses of welcome and responses, the roll call, the reading of the minutes, new members will be received, and visiting delegates will be welcomed. The remainder of the morning will be devoted to the program of the Papers and Queries Committee. Chairman McDuffie has arranged a most instructive and profitable program. You cannot afford to miss this session. At the afternoon session, beginning at two o'clock, there will be the annual address of the president, the reports of the secretary-treasurer, the Board of Pharmacy, the executive committee, etc. During the afternoon the ladies will be given an automobile drive over the city of High Point to various points of interest which will include a visit to the show rooms of the Tomlinson Chair Co. The men will enjoy a golf tournament beginning at 4:00 p.m. Eighteen holes are to be played—nine on Tuesday afternoon and nine on Wednesday, the winners to receive splendid prizes. There will be free fishing at City Lake for those who do not play golf. At eight o'clock Tuesday evening there will be an address by Mr. Anton Hogstad, Jr., on the subject of the "Changing Order of American Pharmacy," and at ten o'clock there will be a reception and dance at the Country Club. There will be dancing for the lightfooted, cards for those who do not dance, tap dancers, toe dancers, singers, magicians, and comedians. In fact everything to make a full evening of entertainment.



DR. W. BRUCE PHILIP
President-elect of the A. Ph. A.

Formerly of California and now of Washington, D. C. The address of Dr. Philip on Wednesday evening will be a feature of the convention program.

The Second Day

The Wednesday morning session will begin with two moving pictures, one "Seven of Every Ten," presented by the Coca-Cola Co., and the second entitled, "Profits Plus," shown by the Eastman Kodak Co. Then there will be the reports of the Visiting Committee to the U. N. C. School of Pharmacy and the Resolutions Committee. There will follow the report of the Committee on Practical Pharmacy and Dispensing under the direction of Chairman I. W. Rose, and finally Mr. Carl Weeks, of Armand fame, will address the convention on "How to Sell Cosmetics." Be sure to be present.

Legislation is always an important topic, especially when it is legislation affecting one's business. The Wednesday afternoon session will be given over largely to legal matters. There will be the reports of Attorney F. O. Bowman, of the Legislative and Trade Interests Committees and finally an address on "Pharmacy Problems," by Attorney E. C. Brokmeyer, who has visited our Association on several previous occasions. We forgot to mention that there will be a card party for the ladies on Wednesday morning, while the men will complete their golf tournament during the latter part of the afternoon. In the evening the T. M. A. will give a banquet in honor of all delegates. The speaker will be Dr. W. Bruce Philip, who needs no introduction to N. C. pharmacists.



DR. W. G. CROCKETT
Professor of Pharmacy, Medical College of Virginia



DR. ANTON HOGSTAD, JR.
National Chairman of the Pharmacy Week Committee

The Third Day

The final session of the convention will be held on Thursday morning, June 23, at which time various committee reports will be read and discussed. There will follow an address by Dr. W. G. Crockett of the Medical College of Virginia on "A Glimpse at U. S. P. Revision Methods." Afterwards the remaining Association business will be disposed of, the officers for the ensuing year installed, and the convention will adjourn. But the program will not be quite over then for at one-thirty the members and guests will enjoy a barbecue tendered them by the Justice Drug Co. and the Barbee-Hayes Co., both of Greensboro.

The
Sheraton Hotel

Convention Headquarters

Every Courtesy and Convenience

A Good Hotel

Has to Offer

It's NEW!
Saves TIME
Saves MONEY
Saves ICE



Positive Gravity Feed

• SHAVED ICE
FOR THE SODA FOUNTAIN

. . . Quicker and Better Than You've Ever Had Before!

The AUTOMATIC ELECTRIC ICE SHAVER

The Most Remarkable Ice Shaver on the Market

PAYS FOR ITSELF IN FEW MONTHS

It will cut down your ice bill, improve the drinks you serve and create a bigger fountain business. Easy to operate, connects to any light socket, 110 volts. Shaves ice fine, medium or coarse and—SHAVES THE LAST CHIP. Used by the biggest chain stores all over the country. The Automatic Electric will save money, time and ice for you, too. Ask your jobber or write.

BARBEE-HAYES CO., Inc.
Southgate Terminals,
NORFOLK, VIRGINIA

Write for Descriptive Folders

"You make $4.00 on every $6.00 you invest. But that's ONLY PART of the profit story. What you'll put in the bank on this deal is up to you. Here's what I KNOW you can do if . . ."

When our salesman makes this proposition, take a sharp pencil and figure out what it will mean to you and your store. Give yourself a break.

$4 Profit on $6 Deal

A single deal consists of 10 Combination Packages as follows:

	COST TO YOU	SALE PRICE
9 Combination Packages each containing $1.00 bottle of Ambrosia, Filled Ambrosia Flask, Full size box of J & J Couettes, Funnel for refilling flash.....	$6.00	$9.00
1 Combination Package	FREE	$1.00
Total	$6.00	$10.00



THE BODEKER DRUG COMPANY

RICHMOND, VA.

DO NOT GET CAUGHT
Without the
New

GOODRICH
BATHING CAPS

THE SEASON'S STYLES
BUILT ON
SUBSTANTIAL QUALITY

SEE THE SNAPPY DESIGNS

THEY ARE GOOD TO YOUR
EYE, HEAD AND PURSE

BODEKER DRUG COMPANY

Wholesale Druggists

RICHMOND -:- VIRGINIA

MEET US AT THE
NORTH CAROLINA PHARMACEUTICAL
CONVENTION

in

HIGH POINT, NORTH CAROLINA

on

JUNE 21, 22, and 23, 1932

The High Point Druggists have an interesting program arranged for you!

Justice Drug Company

N. C. Service Wholesaler

Greensboro, N. C.

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T.M.A.—

Well, fellows, "It won't be long now." As you know, the North Carolina Pharmaceutical Association meets in High Point, June 21, 22, and 23. The meeting will probably eclipse all previous meetings in the way of speakers and entertainment. If there ever was a time when druggists and traveling men should get together and discuss ways and means for increasing business (or discuss ways and means of staying in business) it is NOW. The druggists are going to be there in large numbers and it is the duty of every traveling man who makes his daily bread from the drug business to be on hand and support the Association. Are you willing to attend the convention and offer the druggists your support? Give this matter your attention and pack up your other shirt in your "suit satchel" and show up in High Point on June 21.

—T.M.A.—

President **Billy Burwell** of the T.M.A. is expecting each of the T.M.A. members to support him by being present at the convention. Let's back him up 100%. He has made a splendid officer and is worthy of our every effort toward making the meeting a success.

—T.M.A.—

We regret to learn that **Mr. J. B. O'Bannon,** who represents Norris Candies, has been very ill. We wish him a speedy recovery and hope to see him at the convention in High Point.

—T.M.A.—

Coke Cecil (High Point) Local Secretary of the N. C. P. A., and **"Pearly" Hayes,** Chairman of the T.M.A. Entertainment Committee, are very enthusiastic over the convention plans. Isn't this statement enough to urge you to go to High Point?

—T.M.A.—

It has been whispered around that **Ralph Alexander** and **Foster Bundy** are to put on a few specialty acts at the convention. I'm sure this information will prove to be a "drawing card" to those who heretofore had not planned to attend the convention.

—T.M.A.—

Every man who calls on the drug trade in North Carolina should join the T.M.A. and attend the convention. Are you doing your bit towards getting some new members?

—T.M.A.—

Information comes to us that the T.M.A. will give a banquet and dance at the convention—in fact, there will be about three dances. Come on dancers!

—T.M.A.—

Good Ole' **Ham Underwood** has married since the last meeting. Ham, be sure to bring Mrs. Underwood with you to High Point. You know the T.M.A. members are always anxious to honor newly married couples.

—T.M.A.—

Several of the T.M.A. members have paid their dues and several have NOT. Now is the time! Stop! Write your check for TEN DOLLARS and mail it to the secretary. He will then mail you a little blue membership card. Send your check whether you expect to attend the convention or not. Be co-operative—act at once.

—T.M.A.—

The officers and members of the T.M.A. are grateful to **Dean J. G. Beard, Miss Alice Noble,** and other members of the staff of the CAROLINA JOURNAL OF PHARMACY for the co-operation given during the past year.

—T.M.A.—

Hotel Accommodations



THE SHERATON HOTEL

Sheraton Hotel

The Sheraton Hotel has been selected as convention headquarters. The management has offered the following convention rates, European plan:

Single Room, $3.00 per day.

Double Room, $5.00 per day.

All rooms have private bath.

Elwood Hotel

The Elwood Hotel is also prepared to take care of convention guests. The rates are:

Single Rooms without bath, $1.50 per day.

Double Room without bath (two to room with double bed), $2.25 per day.

Double Room without bath (two to room with twin beds) $2.50 per day.

Single Room with bath, $2.00 per day.

Double Room with bath (two to room with double bed), $3.00 per day.

Double Room with bath (two to room with twin beds) $3.50 per day.



W. A. BURWELL, of Raleigh
President of the T. M. A.

President Burwell Urges Attendance

Fellow Members of the T. M. A.:

Al Jolson recently said, "This may not be a depression but it is certainly one of the smallest booms I've ever seen." And this being true, our good friends, the Druggists of North Carolina, are finding it necessary to work harder than ever, as well as make every edge cut in order to have their businesses show a profit. Many of them will not take any vacation other than the time spent at the meeting of the North Carolina Pharmaceutical Association at High Point this month, so let's all of us be there—and on time—and do everything in our power to make it an enjoyable vacation and a profitable meeting for the druggists.

There comes to mind a quotation which I think would make for us an admirable slogan for this meeting: "He that does good to another man does also good to himself, not only in consequence, but in the very act of doing it; for the conscience of well-doing is ample reward."

We are fortunate in having as chairman of our entertainment committee, P. A. Hayes, of Greensboro, who is already going ahead with plans for entertainment. Either he or I will welcome any helpful suggestions from T.M.A. members.

Everybody be at High Point, June 21, 22 and 23!

Cordially yours,

(Signed) BILL BURWELL,

President T. M. A.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Schedule "B" License Taxes Now Due

All Schedule "B" License taxes under the Revenue Act of 1931, imposed upon dealers for the privilege of doing business, are due and payable to the Commissioner of Revenue, Raleigh, N. C., on or before June 1, 1932, except in the case of the Merchants License tax, which may be paid at any time between June 1 and June 10th. After June 1, a penalty of five per cent is added for each thirty days of delinquency.

Included in the list of privilege taxes that must be paid by retail druggists are (1) the cigarette tax, (2) the sandwich tax, (3) the soda fountain tax, and (4) the Merchants License tax.

Merchants License Tax

The "Merchants License Tax", enacted by the 1931 General Assembly, imposing a tax upon the gross sales of all retail merchants of approximately one-tenth of one per cent and upon all wholesale merchants of approximately one-twentieth of one per cent, must be paid between June 1 and 10, covering gross sales for the second half of the fiscal tax year—from December 31, 1931 to June 1, 1932.

Every taxpayer under this levy must file a report along with check for the payment of the tax due upon blanks furnished by the Commissioner of Revenue. In computing the total volume of taxable sales, a drug store proprietor may deduct from his gross sales any and all articles that are manufactured, mixed, blended, produced or processed by him. This covers all fountain drinks, manufactured, mixed or blended at the soda fountain, prescriptions and drugs and medicines dispensed, cafe service, and drug store made sandwiches. By taking advantage of these exemptions the drug stores of the State will effect a saving of approximately fifteen thousand dollars annually.

"Nuisance Taxes" Removed from U. S. Revenue Bill

The Senate Finance Committee has rejected the discriminatory and confiscatory special tax proposals contained in the Revenue Bill passed by the House. The bill reported to the Senate by the Finance Committee omits the taxes imposed and passed by the House of 9 cents a gallon on fountain syrups, 11 cents a gallon on unfermented fruit juices, 2 cents per gallon on near beer, 5 cents per gallon on natural or artificial mineral waters, whether carbonated or not, 4 cents per pound on carbonic acid gas, 10 per cent on cameras, jewelry and sporting goods, 5 per cent on candy, etc.

Likewise, the bill reported to the Senate by the Finance Committee omits the manufacturer's tax of 10 per cent on cosmetics and toilet articles.

Despite the fact, however, that the drug trade is in the clear at the present time insofar as the nuisance tax proposals are concerned, there is still a possibility that the Senate might adopt the House Bill instead of following the recommendation of its Finance Committee, or might vote other rates, or include in the list other special taxes. Our Washington Counsel, Mr. Brokmeyer, is of the opinion that "The drug trade has its choice between the bill recommended by the Senate Finance Committee containing none of the special taxes above-

(Continued on Page 230)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

An Invitation

This is NOT an invitation to attend the Fifty-third Annual Meeting of the North Carolina Pharmaceutical Asociation to be held at High Point this month—June—on the 21st, 22d, and 23d, for the convention is given by every member of the organization—the success or failure of the occasion is the responsibility of every druggist in the State—whether the meeting goes down in history as an enjoyable and profitable assembly depends upon how enthusiastically YOU enter into the business sessions and entertainment features that will occupy the three days of the convention program. We, therefore, want to extend an urgent invitation to you to make your convention a successful occasion. We want you to take part in the business sessions—enter into the discussions and give your fellow-pharmacists the benefit of your experiences in a drug store—and then attend the social events that have been arranged for you by the druggists of High Point and the members of the Traveling Men's Auxiliary!

Piedmont Topics

John K. Civil, *Reporter*

Mr. J. B. Polk, formerly with Eckerd's in Wilmington, Del., has occepted a position with the New Tryon Drug Co. in Charlotte.

The Gray Drug Co., of Forest City, was badly damaged by fire on the night of May 3. **Mr. J. S. Rudisill** is manager of the store.

Derrick's Pharmacy and the Avondale Pharmacy, both of Charlotte and owned and operated by **Mr. L. C. Derrick,** have been sold by the proprietor on account of ill health. **Mr. C. T. Capehart** has purchased Derrick's Pharmacy and will have associated with him **Mr. H. C. Chandler.** Both of these pharmacists were formerly with Liggett's Drug Store in Charlotte. This is one of the most attractive and finest suburban drug stores in the city. **Mr. R. P. (Bob) Lyon** purchased the Avondale Pharmacy. He is also the owner of two other drug stores in Charlotte and a third one in Wadesboro.

Mr. E. L. Feagan, of Hendersonville, manager and part owner of Jackson Pharmacy, has recently bought the entire store.

Mr. J. S. Nance, who has had charge of the Carolina Cut Rate Drug Store in Charlotte for some time has taken over the management of the prescription department in the day time, while **Mr. W. G. Whyte** has succeeded Mr. Nance as night prescriptionist. Both of these pharmacists have been with the firm for the past eight years.

The many friends of **Mr. J. W. Pike,** proprietor of the Pearl Drug Co. in Concord, will be glad to learn of his recovery from a recent illness that kept him from his business for four months.

Mr. Charlie Malone, manager of the Empire Drug Co. in Salisbury, has recently returned from a week's visit to New York.

The Norwich Pharmacal Co., with **Vice-President Turner F. Currens** presiding, held their summer sales meeting in the Hotel Charlotte in Charlotte on April 29-30. All southern salesmen were present.

The famous Nunnally's, of Atlanta, have opened a place in Charlotte. They have purchased Sally's, one of the finest soda shops in the State.

The People's Drug Store, of Gastonia, closed their place on April 15. **Mr. F. L. Black,** the former manager, has accepted a position with the Stonewall Pharmacy, of Charlotte.

The retail druggists of Charlotte are very much interested in the approaching election. Most of them are supporting and working

for the candidate who is opposing the sales tax.

The March issue of the *Druggist's Circular* was in great part devoted to North Carolina as it carried one article by **Mr. R. E. Young**, manager of Eckerd's, and another by **Mr. John A. Goode** as well as a write-up of this well known Asheville druggist.

Cline's Pharmacy, of Concord, has recently been extensively remodeled.

The many friends of **Mr. H. O. Champion**, of Shelby, will regret to learn that his home was completely destroyed by fire recently. Mr. Champion is with the Quinn Drug Store in Shelby.

Mr. H. M. Cooke, of Spencer, has closed his store in Salisbury and moved the fixtures to his old stand in Spencer. He has one of the finest equipped drug stores in the State.

Mr. W. P. Phillips, formerly with the Durham Pharmacy in Gastonia, has accepted a position as manager of the Rowan Drug Co. in Spencer.



POLK C. GRAY, of Statesville
President-elect of the N. C. P. A.

Mr. T. H. Lewis was recently made manager of the Liggett Drug Store in Asheville.

Personal Paragraphs

Don't say after the convention is over that a topic in which you were greatly interested wasn't even discussed at the High Point meeting. Chairman Roger A. McDuffie of the Papers and Queries Committee is giving a great deal of time and thought to his part of the program. He has already secured a number of most interesting papers and topics for discussion but he is anxious to have more. Why don't you write something about one or more plans you have put into successful operation in your own drug store? A few short, pithy paragraphs is what we are asking for—such contributions nearly always carry a more forceful message than a long drawn out composition. Give your fellow druggists the help of your experiences—let's swap ideas fifty-fifty. Chairman McDuffie also feels that the many problems that confront present-day pharmacy should be thoroughly discussed at the convention and he has asked us to "please broadcast a call for voluntary written expressions from any North Carolina druggist who has anything on his chest that he wishes to hear discussed at the convention. Please have any volunteer address his communication to me."

Friends are delighted to know that **Mr. A. J. Ashford**, of Kinston, who has been out of the drug business for a number of years is again practicing his profession having accepted a position with the Creech Drug Store in his native town.

We understand that **Mr. D. Gaylord Dowdy** has purchased the Sheraton Drug Company in High Point from the receiver and will re-open the pharmacy at once.

Mr. W. J. Boon, formerly of the Boon-Iseley Drug Co. in Raleigh, is now with the T. C. McCall Drug Co. in Rocky Mount. He succeeds **Mr. D. B. Browning** who has accepted a position with the Rose Drug Co. in the same city.

Mr. W. O. Singletary is now with Hutchins Drug Store, West End, in Winston-Salem.

Mr. P. E. Kirkman has returned to North

Carolina after an absence of several months, and is again making his home in Winston-Salem where he is connected with Welfare's Drug Store. He was formerly with the Tyler Drug Co. in Pulaski, Va.

A druggist writes us as follows: "Ice cream has been one of the few items that has not been cut below cost in the drug store. Now some of the big ice cream manufacturers come along advertising ice cream for 15c a pint and charging the druggist 85c a gallon or 8-pint package. These manufacturers claim they were forced to do so because of the heavy loss of business taken away from them by the small shop, not a drug store, handling a cheaper brand that they were retailing for 15c. a pint. I understand this 15c package will be offered to every retail druggist in the State. In my town practically all druggists have stocked the package. It seems to me that these manufacturers of ice cream are making the retailer pay for the battle they are fighting and I am wondering what is the opinion of some of the other druggists. I believe it would be advisable to bring this matter to the attention of the readers of the JOURNAL and I also think it would be advisable if you could get two or three good men to discuss this matter at the meeting in High Point. In the past druggists have been retailing a pint of ice cream for 25c that cost them $1.20 per gallon, making a profit of 80c on the gallon. The new package retailing for 15c and costing 85c per gallon will show a profit of 35c per gallon. I am wondering just how many druggists will continue to sell for 25c a pint and what are their reasons?" There will be a discussion of this question at the High Point meeting. What do you think about the matter?

Mr. R. W. Horton, of Monroe, is now making his home in Walterboro, S. C. at No. 9, Fishburne St.

The JOURNAL extends sympathy to Mr. E. S. Swindell, proprietor of the North Durham Drug Store, in Durham, in the death of his father, Mr. L. H. Swindell, of Swan Quarter. Mr. Swindell, Sr. was 86 years old.

The Glenn Drug Co., of Mt. Olive, has been incorporated with a capital stock of $10,000 and $800 subscribed by J. S. Glenn, R. A. Glenn, and Mrs. Pauline Thomas.

Mr. E. L. Kritzer of the Purcell Drug Store, No. 2, in Salisbury, had a call the other day for ten cents worth of "Borneasege." He found that this customer wanted to make a mouth wash. 'Boric Acid" was supplied.

The Winstead Drug Co. in Elm City, had a request for "Over Time." "Ovaltine" was supplied and the customer went his way contentedly. This item was supplied by Mr. J. P. Moore, prescriptionist for the store.

And while we are going into details about the convention, let us devote a moment to a very important subject. "This subject is one that no well meaning Association can ignore and yet succeed. This subject is as necessary as are its members, for without either, the Association would or will not exist. The subject we have in mind is—DUES. Annual dues are a NECESSARY evil and are now due—every member has received a statement indicating the beginning of the fiscal year, the time to PAY UP. You will find it easier to pay during the warmer weather than in the dead of winter. Take care of this important factor in Association activities by mailing in your check at once. This will save the Association many dollars—dollars which are badly needed to carry on the work. "It is very expensive to collect all dues by traveling. Make your dollars go farther by mailing your 'dues' check in at once."

The Paramount Drug Co., Inc., is a new drug store for Thomasville. Mr. R. C. Harville is the proprietor. It succeeds the Peoples Store.

The JOURNAL is delighted to welcome Mr. C. M. Miller, of Rose Hill, as a member of the Association. He is the proprietor of Miller's Drug Store.

Mr. L. B. Hunt, formerly with Hardee's Drug Store in Durham, is now representative in all southern states of the Conti Products Corporation, 155 Varick St., New York City. He is making his headquarters in Cordova, Ala. He writes us that he "is trying his best to be at the High Point meeting."

Fire in the buildings occupied by the Jack

Temple Drug Co. and a gift shop in Kinston early on April 30 did damage that may have reached $25,000. The blaze started in the second story of the building occupied by the drug store and spread to the adjoining building. It had a good start when discovered and firemen were compelled to use a large quantity of water, which did more damage than the flames to stocks and fixtures on the first floors. Firemen fought the blaze for more than an hour.

Mr. M. M. Sessoms, formerly with Liggett's Drug Store in Charlotte, is now with the Fairview Drug Co., in Winston-Salem.

Mr. W. A. Sappenfield has accepted a position with Taylor's Pharmacy in Winston-Salem.

The Moose Drug Co. at Albemarle and Hutchinson's Drug Store at Elizabethtown have recently been extensively remodeled.

"In union there is strength." This is another way of saying that if every druggist in the State would affiliate with the Association we would be able to fight a more effective fight against sales taxes or other unjust measures affecting our profession, as well as accomplish many things for the general weal of pharmacy. Is every druggist in your county a member of the N. C. P. A.? If not, show him the advantages of Association membership, have him sign on the dotted line, and then bring him with you to the High Point meeting. If you want to know who is and who is not a member of the organization in your neighborhood the Secretary's office will be glad to furnish you with this information.



P. A. HAYES, of Greensboro

With Mr. Hayes in charge of arrangements for the T. M. A. entertainment a delightful and interesting program is assured.

Hutchins Pharmacy in Winston-Salem is now known as the Waughtown Drug Store with **Mr. E. Driggers** in charge of the prescription department.

Mr. J. P. Andrews, of Winston-Salem, is now with the Wilson Drug Co. in Kernersville.

Mr. J. O. D. McBane has moved his Greensboro drug store from Glenwood Ave. to 457 West Market St., and is operating it under the name of the West Market St. Pharmacy. He has associated with him in the business **Mr. L. B. Poole,** formerly of Clayton but for the past several years with the Justice Drug Co. Five persons are employed in addition to the owners. On May 6 the pharmacy celebrated its opening with an informal party, with music furnished by a five-piece orchestra and souvenirs for the guests. Corsages were provided for the women guests, cigars for the men, and pictures for the children. A large crowd visited the store during the opening day.

Do you have a resolution which you wish presented before the Association? If so, be sure to put it into the hands of Chairman J. A. Goode of the Resolutions Committee. He will be glad to place it before the members.

The Butler and Lee Drug Store, of Dunn, was damaged by fire on May 8.

The American Pharmaceutical Manufacturers Association held its annual convention at Sedgefield Inn, May 16-19. Dean J. G. Beard attended the meeting as a representative of the American Pharmaceutical Association.

Please help to make the High Point meeting a success by being present at every session and attending on time.

The Rexall Convention

The North and South Carolina Rexall Convention was held in the Charlotte Hotel in Charlotte, April 19-20. Between 125 and 150 Rexall representatives of the two States attended the meeting. Among the speakers were the presidents of the N. C. and S. C. clubs—**Messrs. G. K. Moose**, of Boone, and **Lester Bishop**, of Watts Mills, S. C.—**Dr. E. S. Barker**, of Boston, manager of the pharmaceutical department; **H. L. Byers**, of Boston, assistant secretary of the International Association of Rexall clubs; **Geo. W. Camp**, of Boston, manager of rubber goods department; **E. B. Loughlin**, of Boston, manager of the brush and sundries department; **Geo. E. McKeon**, general manager; **C. J. Susong**, district manager for the L. K. Liggett Co.; **J. S. McMahon**, United Drug Co. sales manager for this district, and **Geo. P. Kennison**, of Boston, assistant to the advertising manager of the United Drug Co. Social features included a luncheon given by the two States Rexall Clubs and a banquet and dance at the Hotel Charlotte. **Mr. P. J. Suttlemyre**, of Hickory, was elected president of the N. C. club at the final business session, while **Mr. Geo. W. Evans**, of Anderson, S. C., was chosen president of the S. C. group. Other officers of the N. C. organization are **W. F. Rogers**, of Durham, and **R. M. Hoyle**, vice-presidents, and **Linwood Robinson**, of Rutherfordton, secretary and treasurer. **Mr. P. J. Suttlemyre** won the $25.00 prize for the best sales talk at the meeting.

School of Pharmacy Notes

Messrs. J. D. Mitchell, of Piney Creek, and **G. T. Cornwell**, of Lawndale, have been initiated into the Phi Delta Chi fraternity.

Messrs. M. W. Stevens, of Broadway, and **L. M. Reinhardt**, of Forest City, have been initiated into the Kappa Psi fraternity.

In the recent state-wide high school debates, the finals of which were held at the State University on April 14-15, **Mr. Nash Herndon**, son of **Mr. C. N. Herndon**, Greensboro druggist, was on the winning team which won the Aycock Cup and the State debating championship. His team represented the Curry High School of Greensboro. He represented the affirmative side of the question, "Resolved, That the United States Should Adopt a System of Compulsory Unemployment Insurance."

The University wishes to acknowledge its appreciation to the Lloyd Library and Purdue University for their valuable contributions of books and periodicals to the School of Pharmacy Library.



CARL WEEKS, Des Moines

Pharmacy Students Give Dance

The School of Pharmacy at the University held its annual banquet and dance on the evening of May 6 at the Carolina Inn. Stringfellow's orchestra furnished music for the occasion. Brief talks at the dinner were made by **C. S. Curry**, president of the pharmacy student body; **Dean J. G. Beard**, **G. C. Hartis**, president of the senior pharmacy class, **M. L. Cline**, president of the junior class, and **Roscoe Langdon**, president of the freshman class. Members of the pharmacy faculty and their wives acted as chaperones. The committee in charge of arrangements was composed of **A. L. Cochrane**, of Weldon; **W. G. Dudley**, of Reidsville; and **Miss Rebekah Moose**, of Mount Pleasant. The following young ladies at-

tended the dance: Ruth Anderson, of Greensboro, with H. G. Brown; Edith Pickard, of Chapel Hill, with L. E. Bunch; Olive Johnson, of Apex, with A. L. Cochrane; Elizabeth Bell, of Portsmouth, Va., with L. R. Creech; Marian Sneed, of Durham, with C. S. Curry; Alma Daily, of Pittsboro, with R. A. Glenn; Mr. and Mrs. W. L. Hickman and Miss Peggy Holland, of Kinston; Ruth Waters, of Brevard, with F. A. Holt; Margaret Herman, of Conover, with W. H. Houser; Bettye Bolton, of Colerain, with R. L. Lineberry; Ruth Culpepper, of Chapel Hill, with N. H. McCollum; Elsie Oakley, of Durham, with H. C. McAllister; Betty Moore, of Stovall, with U. S. Puckett; Anna Rogers, of Sanford, with F. Ray, Jr.; Betty Branch, of Durham, with L. L. Rouse; Johnny Jean Rivers, of Sanford, with M. T. Upchurch; Margaret Harris, of Greensboro, with R. R. Wells; Annie Bynum, of Pittsboro, with L. N. Womble; Sadie Wilson, of Kinston, with J. M. Wheless; Leda Moore, of Mebane, with H. C. Chapman; Myrtle Oakley, of Durham, with M. L. Cline; Pauline Sawyer, of Chapel Hill, with L. H. Crumpler; Ruth Pickard, of Chapel Hill, with W. G. Dudley; Annie Dean, of Mt. Airy, with E. W. Badgett; Fannie Harrell, of Macclesfield, with A. M. Hicks; Rose Lazarus, of Sanford, with Guy Propst; Francis White, of Chapel Hill, with A. E. Galloway; Rebekah Moose, of Mt. Pleasant, with J. C. Meekins; Charlotte Eldridge, of Benson, with Bob Crews; Alice Fowler, of Chapel Hill, with H. H. Sutton; Nancy Leigh, of Chapel Hill, with J. D. Bunting; and Mary Alice Bennett, of Bryson City, with Wad. Jackson.

Births

Born on May 6, to **Mr.** and **Mrs. J. Harper Best** at their home, 634 Asheboro St., Greensboro, a son, Billy Vernon. The father of the young man is proprietor of the Best Drug Co. The JOURNAL extends heartiest congratulations to the proud parents.

Marriages

A wedding which came as a great surprise to the friends of the young couple was that of Miss Lucille M. Robbins and **Mr. Colon R. Maness** which occurred in Greensboro on the evening of March 26. Announcement of the wedding has just been made. The bridegroom is a son of Mr. and Mrs. W. R. Maness, of Troy and is now a senior in the State University School of Pharmacy. He was recently pledged as a member of Rho Chi, national honor fraternity. Following the graduation of Mr. Maness in June the couple will make their home in Greensboro.

Engagements

Announcement has been made of the engagement of Miss Rose Kronheimer Frasier, of Durham, to **Mr. Phillip Langston Thomas,** formerly of Erwin and Durham, but now of



PHILLIP L. THOMAS

Allentown, Pa., the wedding to take place June 11. Mr. Thomas is the son of Mr. and Mrs. E. R. Thomas, of Erwin, and followed in his father's footsteps by electing the profession of pharmacy. He first attended Duke University and Washington and Lee University and later entered the School of Pharmacy at the State University. He was very popular at college and was a member of the Phi Delta Theta and Kappa Psi fraternities. Following his graduation last June he successfully passed the State Board examinations. He then accepted a position with the Upjohn Co. and was assigned to Pennsylvania territory.

"NUISANCE TAXES" REMOVED FROM U. S. REVENUE BILL

(Continued from Page 223)

named, a general manufacturers' sales tax of 1 per cent, or the bill passed by the House singling out the drug trade for ruinous taxes on the articles mentioned." He adds that "All State and local pharmaceutical associations should immediately wire their Senators and Congressmen to support a general manufacturers tax of 1 per cent, that, if this is found impracticable, they should be urged to pass the bill reported to the Senate by the Finance Committee, and, that this alone will save the drug trade and other industries from the 10 per cent tax on toilet articles and other high and discriminatory excise taxes."

NORTH CAROLINA BOARD OF PHARMACY

The summer meeting of the North Carolina Board of Pharmacy for the examination of applicants for license to practice pharmacy will be held in the Howell Hall of Pharmacy at Chapel Hill, N. C., June 14-15, at 9:00 a.m. Applications for the examination should be filed with the Secretary not later than ten days before the date of the examination.

For blanks or information write to

F. W. Hancock,
Sec.-Treas.,
P. O. Box 910, Oxford, N. C.

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5-Pint.....Each $6.00
8 oz.....Doz. $9.00 4 oz.....Doz. $4.50
Tongaline Tablets,
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100 Tablets in a Box.....Doz. $9.00
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Order from your jobber
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Write for our new and very striking window display and counter easels —in 8 colors, free, sent postpaid.

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Safeguard your customers' health by serving them in Sanitary DIXIES. Remove the menace of the common drinking vessel. Individuality in fact as well as in name.

DIXIES are advertised throughout the entire country. Tie up your own business with this ever increasing Soda Service that Satisfies.

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OF GOOD TASTE
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NATURAL FLAVORS
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DELICIOUS AND REFRESHING

More Women Bought Armand Face Powder In 1931 Than In Any Previous Year!

Put a generous display of SYMPHONIE and Armand out on the counter and make it easy for YOUR customers to see—want—and buy.

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Cuticura Shaving Cream



Soothes as it Softens

No "After Bite"

When Shaving with

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A small amount quickly becomes a thick lasting lather that penetrates to the hair follicles while the medicated properties of **Cuticura** soothe the skin.

At all dealers

Price 35c a tube

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THE BROAD HIGHWAY

By H. W. Russell

"Yes suh, Cap'n, you jes keep in de middle uv de big road, an' keep goiu' straight, and yer can't miss it."

. . . and that was the reply I got from an old darkey when I asked him if I was on the right road to Birmingham . . . and that is the reply you will get, nine times in ten, whenever you ask the direction to any town or city . . . but, try and reach your destination by keeping in the middle of the big road and going straight ahead!

Chances are, before you've gone a pair of short miles you will bump face-on into a road intersection, with never a sign to say which way is which . . . or maybe you'll steer on to a detour, with no possible way to get off, and you'll wonder a dozen times before you are back on the main highway whether or not you are still on the right road.

Life is like that . . . doesn't matter how much we are told to keep in the middle of the big road and go straight, we are constantly being confronted with one puzzling cross road after another and many unlooked for detours . . . which brings me down to the point I want to make in this article, and that is . . .

. . . there is no Broad Highway to success.

Why is it that in every city, there are a great many stores handling clothing, dry goods, groceries, drugs, and what nots, with the big majority of them just getting by, a few of them making good in a fair way, and two or three stand head and shoulders above the rest? How do you account for the enviable position of that small majority . . . that two or three?

Ever figure how easy it is to get lost in a crowd? Well, if you want to get lost just be content to walk the broad highway with the rest, but if you want to climb out of the rut, burn electric lights instead of candles, begin hewing to the straight and narrow path of intelligent merchandising . . . and intelligent merchandising translated into pure English simply means giving the public what it wants.

I think Barnum is accredited with the statement that people liked to be humbugged . . . but Barnum ran a circus, came around once a year and moved out at night for another town. You druggists can't do that . . . you are a fixture in the town . . . and when you begin to pull that humbug stuff you wake up and find that you've been the goat.

When style decreed Empress Eugenie hats, all stores hoping to sell a hat knew that they must serve Empress Eugenie hats . . . the style didn't last long, showing that the women folks never did like those little bonnets . . . but as long as it did last, 'twas suicidal to offer Milady anything else. Just commonsense merchandising. Of course, you druggists don't handle hats, at least not yet, but you do handle B.C. headache powders, and when a customer calls for this product, it is just plain commonsense merchandising to step up boldly and acclaim the fact that you have got it, and back it up with the statement that B.C. will stop a headache in three minutes. There is no particular art in supplying the demands of the public, but it will certainly take you off the broad highway and put you on a little pathway to success all your own.—Advertisement.

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POWDER:	Mammoth, $1 size, containing five 25c. packages, per dozen	$ 8.50
SYRUP:	25c. size, per dozen	2.00
	50c. size, per dozen	4.00
CARDUI,	per dozen	$ 8.50
CARDOSIPTEC,	per dozen	$ 4.00

Bee Dee Stock & Poultry Medicine

25c. size, per dozen	$ 2.00
50c. size, per dozen	4.00
$1 size, per dozen	8.00

Write for direct shipment quantities and discounts, or order from your wholesaler.

Display Them On Your Counters!

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A Company with more than Two Million Dollars in Capital, Surplus and Reserves for the Protection of its Policyholders

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Ask us for our Proposition on your Store

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Conti Shampoo Made from famous Conti Castile Soap



Conti Castile Soap, U. S. P. Standard of quality since 1836



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CONTI PRODUCTS

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—Reaching more than 10,000,000 women—nearly every second home in your community—telling the story of high quality Conti Products in pages, half pages and quarter pages. Display Conti Products on your counter and in your window to increase your profits on these standard quality products.

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THE AMERICAN FURNITURE & FIXTURE COMPANY

Designers and Manufacturers of Store, Bank and Office Fixtures
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A study of the particular conditions affecting your store and the installation of modern equipment to exactly meet your needs means certain increase of your volume of sales.

Write or wire collect for our representative to call, make survey and submit plans and designs without obligation on your part.

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Above deals shipped direct and billed through jobber. Subject to discounts allowed by wholesale dealer.
25.00 order—150 Calendars and Distribution or Mailing of Books, free. 7% trade discount 2% cash discount 15 days, 30 days net if shipped and billed direct. Orders shipped direct and billed through jobber subject to discounts allowed by wholesale dealer.
50.00 order—300 Calendars and Distribution or Mailing of Books, free. 10% trade discount 5% cash discount 15 days, 30 days net if shipped and billed direct. Orders shipped direct and billed through jobber subject to discounts allowed by wholesale dealer.
100.00 order—600 Calendars and Distribution or Mailing of Books, free. 15% trade discount 2% cash discount 15 days, 30 days net. Orders shipped and billed direct.
Calendars and advertising matter to bear dealer's imprint and to be shipped direct with goods from Dr. Miles Medical Company, Elkhart, Ind., prepaid.

Save 40% on your Fire Insurance

By insuring with
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BECAUSE SUNBURN IS A BURN!

Take no chances of losing sales or customers. Give the public what it wants—**real sunburn relief**—a real burn remedy—**UNGUENTINE!**

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Color Displays in your window—in your store.

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The NORWICH PHARMACAL CO.,
NORWICH, N. Y.

Norwich

Norwich



This is part of the Unguentine Sunburn Window—an annual drug merchandising feature. This year's display is more colorful, more powerful, more effective than ever before! The mere showing of this display establishes you as Sunburn Headquarters in your locality.



A New Open-Display Floor Stand—featuring general vacation needs as well as Unguentine, Unguentine Skin Cream, Amolin Powder and Norwich Sun Tan Oil. Speak to the Norwich Salesman about this companionate sales-maker. *Hurry!*

Come On Let's Go

North Carolina Pharmaceutical Association Convention, June 21, 22, and 23, at High Point, N. C.

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Back home again rested and with new ideas—ready to do better business in a better way.

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Wholesale Druggists
Raleigh, N. C.

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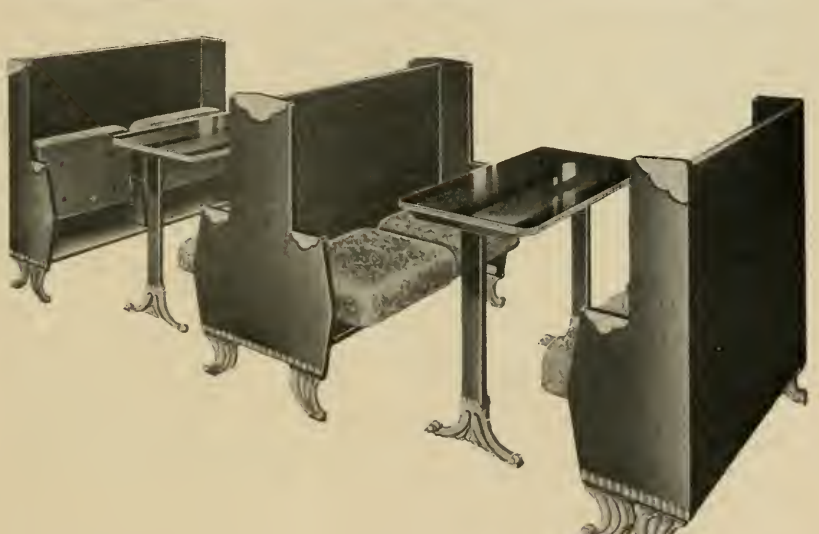
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VOL. XIII No. 11

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

JULY, 1932



THE NEW "WALK IN" OPERA BOOTH

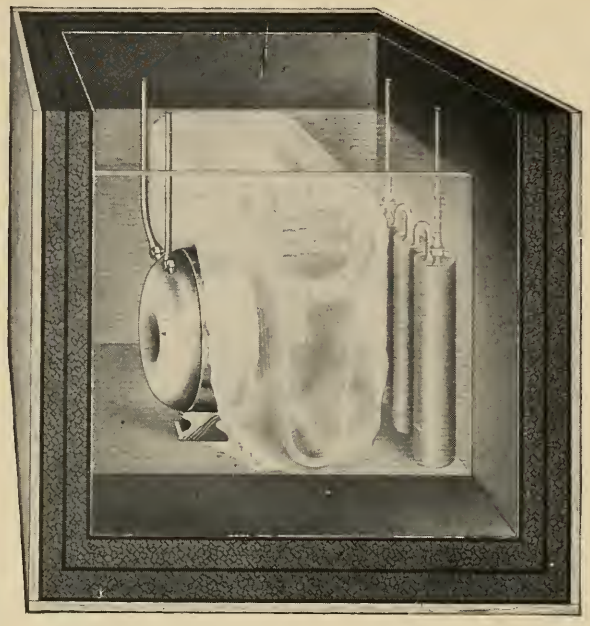
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2. Lift-up seats, comfortable and inviting, cushioned on springs and upholstered imitation leather.
3. Table larger, which is a great advantage in serving food and drinks.
4. Saves 10 to 20% floor space.
5. New and different. Will make your place the talk of the town.

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The Test

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COLD

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IN A recent test of the "Super-Cyclone" Cooler by a prominent soft drink manufacturer, it gave a brilliant performance in furnishing 200 glasses, *at the rate of one every ten seconds,* at an average temperature of less than 36 degrees. Forty (40) glasses were below 34 degrees.

Various surrounding Temperatures at time of Test:

ROOM—78 INLET WATER—79 WATER BATH—35
MINIMUM SODA TEMPERATURE—32

(No Shaved Ice Necessary)

READ this test carefully and get the full significance of it. Then let us further prove to you the superiority of GREEN Soda Fountains.

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PHILADELPHIA

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BIG PRICE

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QUALITY FIRST S&D SINCE 1845

REDUCTION . . .

HEXYLRESORCINOL SOLUTION S.T.37

SALES of Hexylresorcinol Solution S. T. 37 have gone steadily upward. Look at the chart. It tells the story. Ever since Hexylresorcinol Solution S. T. 37 first came out it has met with growing success.

This remarkable growth has so increased production that the big reduction in price has become possible.

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At the new price — with more for the money — more customers than ever will buy Hexylresorcinol Solution S. T. 37. They will use it more freely — buy it more often.

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Beginning with the September magazines (on sale August 10) Hexylresorcinol Solution S. T. 37 advertising will feature the new price — show the new size. It will also continue to stress the amazing properties of this remarkable antiseptic.

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2. Its active ingredient, Hexylresorcinol, is seventy times stronger than carbolic acid
3. Laboratory tests show that it kills germs almost instantly on contact
4. Effective even when diluted three times
5. Soothing — does not smart or burn
6. Odorless, stainless, pleasant to the taste
7. Accepted by the Council on Pharmacy and Chemistry of the American Medical Association
8. Used and endorsed by foremost hospitals
9. Recommended by physicians.

• • •

Order a supply of Hexylresorcinol Solution S. T. 37. The new packages will be ready for shipment on or after July 15.

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The chart at the left shows the sales growth of Hexylresorcinol Solution S. T. 37 since it was introduced. Each year brings druggists more sales — more profits. 1932 promises a greater increase than ever.

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(At catalog prices less your Part 2 discounts)

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City_____ State_____

Ship direct () Ship through_____

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$1.50

VALUE ONLY

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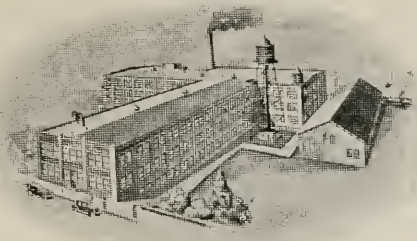
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1 Dozen 9.00

Cash with order, Delivered
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Through Jobber

Retail Price (per bottle) $1.00

Physicians and Hospitals are invited to write for clinical reports and booklets

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Are Now Ready for Delivery

It's Smart and Thrifty, Too, to Use Pictorials
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QUALITY WAY UP — PRICES WAY DOWN

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OUR assistance and coöperation on ℞ BLANKS has INCREASED BUSINESS for others———WHY NOT YOU?

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The 1933 meeting of the North Carolina Pharmaceutical Association will be held at Charlotte, the time to be announced later.



1932 GRADUATING CLASS AT THE UNIVERSITY OF NORTH CAROLINA

Reading from Left to Right—*Top Row:* F. Ray, Jr., R. C. Maness, R. H. Temple, R. A. Buchanan, C. R. Edwards, C. B. Strickland, C. Robinson, and A. L. Cochrane, Jr.

Bottom Row: T. B. Johnson, E. B. Clapp, Rose Lazarus, R. C. Hartis, C. Carolyn Cox, J. C. Coble, and C. R. Rhodes.

Graduates not in the Picture: B. D. Arnold and W. S. Crouch.

THE DEVELOPMENT OF MODERN DRUGS

By H. M. BURLAGE, Ph.D.
Professor of Pharmacy
University of North Carolina

(The following article, to run through several issues of the JOURNAL outlines in an interesting way the early history of pharmacy. We believe that a careful reading of the article will be entertaining as well as instructive and so we commend it to the thoughtful attention of our readers.—Ed.)

"Medicine arose out of the primal sympathy of man with man; out of desire to help those in sorrow, need, and sickness".* The beginning of primitive medicine is not known. In the tribal days before the time of priestcraft, the wise man or woman whose knowledge of the healing properties of herbs and plants had been gathered from experience or handed down by word of mouth was called to attend the sick or wounded and prepare medicines; thus the art of medicine and the apothecary began; i.e. the art of administration and preparation of medicines. These beginnings of the medical art were based upon superstitions of many sorts; disease was thought to be caused by demons or evil spirits entering the body. For this reason Trephining was practiced. This treatment consisted of drilling holes in the skull, removing a piece thereof and allowing the escape of the demons which were causing headache and other troubles of the head. Incantations and applications of certain herbs and plants were used for the same purpose and such practices are still carried on by certain races. If any benefit was ever derived from such it was certainly due to a psychic reaction.



H. M. BURLAGE

The Healing Art or Art of the Apothecary, for such it was for many years, has been associated with mysticism; its practitioners, owing to their knowledge that certain drugs could produce sleep, delirium, and insensibility, were thought to be connected with the world of spirits, acting as a medium between the natural and the supernatural. So the wise man or woman of the tribe developed into the medicine man so respected by our own American Indian and still found among more savage races of today.

Medicine seems to have begun in the East, moving across N.W. India, Asia Minor and Egypt. Ancient records of Babylonian civilization (according to Jastrow) shows that the first real healer was A-Su ("One Who Knows Water"), indicating that water played an important part as a cleanser of the body for it seems that disease demons were considered sources of uncleanliness. Incantations with direct medical treatment were general in Babylonia and Assyria and Ancient Egypt. According to records dating from 3000-2000 B.C. it appears that the Babylonians were familiar at least with 250 vegetable drugs and 120 mineral drugs. These included such familiar drugs as asafoetida, henbane, chamomile, fennel, myrrh, almond oil, licorice, pomegranate, and poppy; alum, sulfur and lime. Medicinal preparations such as poultices, wines, embrocations for rubbing, enemas, plasters, infusions, decoctions, solutions, ointments, lotions and

* Osler. Evolution of Medicine, p. 6.

fumigations (ridiculous as they might have been in their composition and use), were known to these peoples. The real contributions of the Babylonians to medicine were (1) the first observations on anatomy, (2) influence of the heavenly bodies on the welfare of man, and (3) the Hammorabi Code of Laws, some of which dealt with the healing art.

The influence of Babylonia, no doubt, spread to neighboring countries where the caravan routes of India, Arabia and Syria met, thence into Mesopotamia and Assyria. It is believed that as early as 2250 B.C. there was trade in drugs between that country and Egypt.

Egyptian Physician-Pharmacists

In Egypt the physician-pharmacists were always priests. These people believed that the gods transmitted healing knowledge to their priests and we find mentioned ANUBIS, who was regarded as the "Apothecary and Compounder of Prescriptions for the Gods". Egypt had several centers of learning; there were at least four famous schools of medicine and to these schools came Pythagoras and Exodus, Greek sages of later years.

Papyri which have been found in excavations serve to give us some knowledge of the art of medicine and the apothecary as practiced in Egypt. The Kahun Papyrus dating to 1850 B.C. shows prescriptions consisting of dates, onions, beer, milk and honey; it also deals with veterinary practice. The Edwin Smith Papyrus and the Lesser Berlin Papyrus dating back to 1600 B.C. dealt with surgery and internal medicine; with magic and surgery respectively. The very famous Ebers Papyrus dealing with pharmacy as early as 1550 B.C. (at which time Moses was a young man) is believed to be a copy of a much earlier work, and the recipes contained therein probably came down from the time of remote antiquity. Seven hundred animal, vegetable and mineral drugs are mentioned. These included aloe, coriander, castor oil, juniper, opium, turpentine, peppermint, honey, dates, and figs; also such preparations as plasters, poultices, ointments, fumigations, lotions and suppositories. It is of interest to note that superstitions are not more apparent in this work than in an English publication of 300-400 years ago.

In Egypt hygiene reached a high stage of development. Two modes of practice were prevalent in medical treatment: (1) MAGIC, representing the attitude of the primitive man to nature, and (2) the use of secretions and parts of animals as medicine; these included saliva, urine, bile, feces, parts of the body, snakes, insects, etc. We find even as late as 1678 a book of official standards containing loathsome extractions. Such practices as bleeding with the aid of leeches are still in use today. The use of these animal secretions, excretions, and parts is stressed since reference will be made later to a field of modern therapy which deals with medicinal products of this sort. Some prescriptions used by these peoples are interesting. For example: *For Making the Hair Grow:* equal parts of the heels of greyhounds, date blossoms, and asses hoofs all boiled together; *A Remedy for Baldness:* a mixture of the fat of the horse, the crocodile, the cat, the snake and the ibex; *A Tonic:* figs, Assyrian plums, grapes, frankincense, cumin, wine, beer yeast and goose grease; the latter mixture, omitting the goose grease, might be popular today as a tonic. Such health potions probably lead to the use of love concoctions of witches and sorcerers of later days.

Medicine in the Bible

In the Bible Babylonian and Egyptian influence in medicine is apparent. The priests of Israel did not practice the art of healing; here is probably the first real evidence that the physicians and pharmacists were distinct classes. Ointments and confections were the chief preparations used by the Hebrews. The Books of Chronicles and Exodus mention these preparations. Such substances as incense, olive oil, manna, aloes, myrrh, juniper, leeches, nitre, mustard and vinegar, which are still used, are mentioned in this work.

The Aryian races inhabitating N.W. India had a knowledge of drugs from remote antiquity; these peoples, too, might be considered the true forerunners of medicine. The works of Susruta and Charaka,

exponents of Hindu medicine who lived between 800-600 B.C. are said to contain materials which were mentioned in the sacred writings—the *Vedos*—said to have been originated between 4500-2500 B.C. In these compositions are mentioned leprosy, epilepsy, tuberculosis, fevers; gold, silver, arsenic, iron, lead and antimony; aconite, black pepper, burnt alum and sulfur. Hindu physicians were familiar with syringes, employed enemas of medicated oils and water, tiger's fat in rheumatism, garlic in bronchitis, sulfur in skin disease; and they were even aware of and appreciated the value of sunlight in the treatment of ailments.

Medication in China dates back to 2000 B.C., at least. Chen-lung who lived between 2737-2697 B.C. left a compilation of 260 medicinal recipes. He was followed by Sin-llong who is said to have tested the action and use of drugs on his own person. Famous in Chinese literature is the Pentsao by Lischitschin (678 A.D.) which contained over 11,000 recipes. The Chinese classified diseases as hot or cold and the actions and uses of the different drugs were considered accordingly. One reads of decoctions, pills and powders; gensing, gentian, dragon's bones, almonds, rhubarb, mercury, cockroaches, sulfur, deer horns, spiders, urine and milk. A number of these we readily recognize as being in use today. The Chinese knew of inoculation of small pox from a very early period and were our first immunologists. Soothsayings and exorcism may be traced in this country to 6-5 centuries B.C.

Early Japanese medicine cannot be distinguished from that of the Chinese. The Japanese, however, have adopted Western methods; the Chinese have not done so and as a result their medicine has degenerated into a mixture of superstition and quackery.

Greek and Roman Medicine

Greek medicine did not develop as an art until 500-400 B.C. The names of Asklepios, the God of Healing, Hygieia, his daughter, and Hippocrates are names outstanding. There were two classes of individuals handling drugs: the Rhizotomists who gathered roots and herbs and sold their juices; and the Pharmacopolists who dealt in drugs and medicinal substances in booths on public market places. Greek physicians probably prepared their own remedies but according to Hippocrates, who lived about 400 B.C., greater importance was attributed to diet than drugs. He alludes to 260 drugs which were used as purgatives, etc., including asses' milk, elder leaves, onions, wild parsley, aniseed, cinnamon, juniper, squill, sulfur and nitre; to expectorants and suppositories. Historical accounts indicate that in Greece and Rome the more expensive the drug the more valuable it was as a medicament. The dealers of drugs, comparing to the apothecary of later times, was called Seplasiae and sold only drugs, toilet preparations and ointments used in the daily bath; later preparations of a special nature were sold by these persons. There were also the pigmentarie who sold dyes, colors and prepared medicines and sold them to the public; the Herbalists who sold medicinal plants and even dressed wounds; and the Aromatarii who dealt in aromatics and spices.

The Roman word Apotheca from which our modern term Apothecary is derived was used at this time to indicate the upper part of a house where wine was stored. We owe our knowledge of the early art of healing in Rome to Celsus, who lived about 25 B.C.-50 A.D. He states that "every remedial agent applied to the body, calls it (referring to the ailment) forth or represses it, cools or warms, hardens or softens it" and "the abstraction of material is effected by cupping, purging, gestation and other exercises of the body, by abstinence, and by sweating." All of these treatments were used by the Romans in combating disease. Poultices of wheat and barley, plasters and troches were made. There were many formulae for eye-washes since diseases of the eyes seem to have been quite prevalent in Rome. To these ancient Greeks and Romans we owe the three oldest remedies in the world: *Hiera Picra*, dating back to 500 B.C., is known as Holy Bitter and is still sold in Western Europe, a variation of this formula is official in this country; *Sacred Sealed Earth* from Lemos still used in Turkey and the Near East; and *Treacle*, used in Italy.

Dioscorides, who by some is called "THE FATHER OF PHARMACY" and lived from 40-90 A.D., was the first independent investigator and writer upon drugs employed in his time, and for years he influenced the art of healing and the apothecary.

Influence of Galen

About the time of Pliny (23-79 A.D.) meditation appears to have developed along two lines: (1) the scholastic or more scientific, and (2) the popular side, and the herbals dealt with at this time played an important part in these professions as late as the 14-17th centuries. The scholastic line is of more interest to us and was originated by Galen (130-201 A.D.) who lived about 600 years after Hippocrates. Galen stands out as one who influenced medicine and pharmacy for centuries. He believed in vegetable drugs; rejected the mineral drugs and regarded mercury as a most powerful poison. He made preparations of all types, knew narcotics, and believed the effect of drugs was based upon "the harmony or disagreement of their qualities with the behavior in diseases of elementary qualities. These qualities were recognized by the senses and upon them depended the use of remedies. When the character of the disease was known, a remedy was used to correspond with it."

Galen's works comprise the most voluminous body of writings left by the ancients, contained in more than twenty volumes. He was a student of Hippocrates; his major work lies in the fields of anatomy and physiology. He was handicapped in these studies because dissection of human bodies was not permitted. There is some evidence, however, that he was able to make some observations while acting as physician to gladiators; his notes show he came close to discovering the circulation of the blood.

Medicine and pharmacy seem to have attained a high level among the Arabs, especially from the 8-12th centuries. As early as 754 there was established a school of medicine at Bagdad as well as an apothecary. The Arabs required a special training of persons desiring to compound and mix drugs and the apothecary was held responsible for the materials he sold; such requirements as exist in this country today. These peoples being nomads spread their knowledge of drugs to N.E. Africa, thence to Spain. In the 8th century Cordova, in Spain, became one of the several scientific centres of the Moors. It is from this scientific center that the arts of the Arabs spread to Western Europe. The apothecaries were of two types: those who sold simple medicines and the compounders who dispensed only physicians' prescriptions. It is interesting to note that American pharmacy is tending toward such a segregation or classification.

The Arabs sold such drugs as senna, rhubarb, camphor, nutmegs, cloves, licorice, etc., they introduced the drug nux vomica, containing the familiar substance strychnine, into Europe in the 11th century; words such as alcohol, alkali, syrup are of Arabian origin; in chemistry they made considerable advance. The golden age of Arabian medicine lasted for several centuries. Such persons as Rhazi, who wrote the first book on smallpox; Avicenna, called "The Prince of Physicians"; Albucasis, the surgeon; and Avenzoar, who wrote of drug preparations, lived during this time. So great is this Arabian influence that one medical authority has stated that medicine had its beginnings in the apothecary shops of Arabia.

(Continued in next issue)

Vote Even Though Dues Are Not Paid

The ballots that have just been sent out to the members carry the stipulation that only votes from dues-paid members will be considered. It is suggested to members who have not yet paid their dues that they send in their ballots in anticipation of the fact that in many cases such dues will have been paid before the ballots are counted and thus be considered in the final tabulations. The whole purpose of mail balloting is to secure a wide-spread vote of the general membership, and this fact is responsible for the above suggestion. If your ballot has become lost an additional sheet may be had by application to the Secretary's office.



JOHN HAYWOOD HARDIN, of Wilmington

Born in Washington, D. C., July 31, 1853
Died in Wilmington, N. C., May 30, 1932

A charter member of the North Carolina Pharmaceutical Association, a member of the American Pharmaceutical Association since 1881, and a pharmacist who had practiced his profession in Wilmington continuously since 1872, Mr. Hardin possessed the love, admiration, and respect of his fellow-pharmacists and the citizens of his community. He was the dean of Wilmington druggists, a staunch Democrat, and a member of St. James Episcopal church as well as of several fraternal orders. As a slight tribute to his long and devoted service and in appreciation of his friendship we are dedicating this page to this old-time pharmacist, courtly gentleman, devout churchman, and splendid citizen, who for so many years served his profession and community unassumingly, effectively, and conscientiously.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor* Chapel Hill, N. C.

Narcotic Registration

Every retail druggist is required by the provisions of the Harrison Narcotic Act to re-register with the United States Collector of Revenue in the district in which his business is located, on or before July 1st, of each year, as a retail dealer in narcotic drugs and preparations thereof (Class 3 and Class 5), and to keep the certificate of such registration posted in his place of business at all times. An inventory of all narcotic drugs and preparations thereof on hand must be filed with the application and fee of $3.00 for re-registration. All applications for registration in this State should be filed with Hon. Gilliam Grissom, Collector of Internal Revenue, Raleigh, N. C., on or before the above date without fail.

Every registrant under the Harrison Narcotic Act in this district has been furnished with the necessary forms for re-registration by Collector Grissom, together with a personal letter requesting all registrants to file their applications within the time prescribed by law. Heretofore, the Department has permitted delinquents to re-register upon the payment of a small penalty (25%). This year, however, the Treasury Department has issued instructions that delinquents who have failed to register within the time limit in previous years will be required to submit an offer in compromise in settlement of the offence. The department no longer considers such offers in amounts of less than $25.00. Re-register on or before July 1st, as the law provides, and thereby avoid both embarrassment and the unnecessary expenditure of money needed in your business.

Billion Dollar Revenue Bill Becomes Law

The Billion Dollar Revenue Bill designed by our National Lawmakers to "Balance the Budget", the paramount question engaging the Congress of the United States for the past several months, was finally approved at 5 P.M., June 6, 1932. Under the provisions of the Revenue Act, the effective date of the new "excise", miscellaneous, import stamp taxes, etc., was fixed on June 21st, fifteen days following the approval of the Act, except in the case of increased postal rates which was fixed as of July 7th. The income tax rates apply to all income earned for the year 1932 but the first collections will come in March, 1933. While it is provided that these taxes shall be paid by the Manufacturer, at the same time manufacturers will add the tax to the cost of the article taxed to the wholesaler, and so on to the retailer, who must collect the tax from the purchasers thereof or else absorb the taxes himself. It is intended that the retailer will collect the tax levied by adding a cent here and a nickel there.

For the information of readers of the JOURNAL we are carrying below a summary of the new Revenue Bill as approved, together with amount of revenue the Treasury Department estimates it will produce:

Income Tax

Normal—4 per cent on the first $4,000 and 8 per cent thereafter.

Exemptions $2,500 (married) $400 for each child or dependent; and $1,000 (single)—$63,000,000.

Surtax—1 per cent over $6,000 to 55 per cent over $1,000,000—$88,000,000.

No earned income credit—$27,000,000.

Total $178,000,000.

Corporations

Corporation taxes increased from 12 to 13 3/4 per cent—$22,000,000.

Previous exemption eliminated—$16,000,000.

Consolidated returns 14 1/2 per cent—$3,000,000.

Total—$41,000,000.

Limitation of security losses and other administrative changes—$80,000,000.

Manufacturers Excise Taxes

Lubricating oil, 4 cents a gallon—$33,000,000.

Brewers wort, 15 cents a gallon, malt syrup, 3 cents a pound, grape concentrates, 20 cents a gallon—$82,000,000.

Tires and tubes 2 1/4 and 4 cents a pound—$33,000,000.

Toilet preparations, 10 per cent, dentifrices 5 per cent—$13,500,000.

Furs, 10 per cent—$12,000,000.

Jewelry, 10 per cent on amounts over $3; plated silverware exempt—$9,000,000.

Automobiles, 3 per cent—$32,000,000.

Trucks, 2 per cent—$3,000,000.

Parts and accessories, 2 per cent—$7,000,000.

Radio and phonograph equipment, 5 per cent—$9,000,000.

Mechanical refrigerators, 5 per cent—$5,000,000.

Sporting goods and cameras, 10 per cent—$5,000,000.

Firearms and shells, 10 per cent—$2,000,000.

Matches, wood 2 cents per 1,000, paper 1/2 cent per 1,000—$4,000,000.

Candy, 2 per cent—$4,000,000.

Chewing gum 2 per cent—$1,000,000.

Soft drinks, various rates—$7,000,000.

Electrical energy, 3 per cent on sales for domestic and commercial purposes—$39,000,000.

Gasoline, 1 cent a gallon—$150,000,000.

Total, $450,500,000.

Tariff

Oil, 1/2 cent gallon; coal, 10 cents per 100 pounds, lumber, $3 per 1,000 feet; copper 4 cents pound—$6,500,000.

Miscellaneous

Telephone, 10 cents, between 50 cents and $1, 15 cents $1 to $2, 20 cents over $2; telegraph, 5 per cent; cable and radio, 10 cents—$22,500,000.

Admissions, 1 cent per 10 cents on admission over 40 cents—$42,000,000.

Oil pipe line charges, 4 per cent—$8,000,000.

Safe deposit boxes, 10 per cent—$1,000,000.

Checks, 2 cents each—$78,000,000.

Boats, various rates—$500,000.

Total—$152,000,000.

Stamp Taxes

Issues of bonds or capital stock, 10 cents per $100—$6,500,000.

Stock transfers, 4 cents per $100 par or 4 cents per share, no par, 5 cents for no par shares selling over $20—$20,000,000.

Bond transfers, 4 cents per $100 par—$5,000,000.

Conveyances, 50 cents on $100 to $500, 50 cents per $500 in excess—$8,000,000.

Produce sales for future delivery, 5 cents per $100—$6,000,000.

Total—$45,500,000.

Estate and Give Taxes

On the doubled estate taxes, which reach a maximum of 45 per cent on net estates exceeding $10,000,000 but apply only to estates of decedents dying after passage of the act, there was no estimate of revenue inasmuch as collections won't begin until more than a year from now.

Gift taxes, from three quarters of one per cent on $10,000 to 33 1/2 per cent on $10,000,000—$5,000,000.

Postal

Increase first class to 3 cents, various second class increases—$160,000,000.

Grand total in bill—$1,118,500,000.

The Toilet Article Tax

The tax on cosmetics and other toilet articles is 10 per cent, based on the manufacturer's selling price and covers the following: perfumes, essences, extracts, toilet waters, cosmetics, petroleum jellies, hair oils, pomades, hair dressings, hair restoratives, hair dyes, aromatic cachous, toilet powders, and any similar substance, article or preparation. A tax of 5 per cent is imposed on tooth and mouth washes, dentifrices, tooth

pastes and toilet soaps. These taxes are paid monthly by the manufacturer.

The Soft Drink Tax

The following taxes are imposed on soft drinks and their ingredients, based on the manufacturer's selling price and payable by the manufacturer: Cereal beverages containing less than one-half of 1 per cent of alcohol by volume, 1 1/4 cents per gallon; unfermented grape juice, containing 35 per cent or less of sugars by weight, 5 cents per gallon; unfermented fruit juices, except grape juice to which sugar has been added as distinguished from finished or fountain syrups, intended for consumption as beverages with the addition of water or water and sugar, and on all imitations of any such fruit juices, and on all carbonated beverages commonly known as soft drinks, except cereal beverages, manufactured, compounded, or mixed by the use of concentrate, essence or extract, instead of finished or fountain syrup, 2 cents per gallon; on all still drinks, except grape juice, containing less than one-half of 1 per cent of alcohol by volume intended for consumption as beverages in the form in which sold, except natural or artificial mineral and table waters and imitations thereof and pure apple cider, 2 cents per gallon; on all natural and artificial mineral waters or table waters, whether carbonated or not, and all imitations thereof, except waters exploited and advertised to the medical profession exclusively, sold in bottles or other closed containers at over 12 1/2 cents per gallon, 2 cents per gallon; on all finished and fountain syrups of the kinds used in manufacturing, compounding, or mixing drinks commonly known as soft drinks, 6 cents per gallon, except that where such syrups are intended to be used in the manufacture of carbonated beverages sold in bottles or other closed containers, the tax is 5 cents per gallon; on all syrups manufactured by a person conducting a soda fountain, ice cream parlor, or similar place of business, 6 cents per gallon; on all carbonic acid gas sold to a manufacturer of any carbonated beverages, or to any persons conducting a soda fountain, ice cream parlor, or similar place of business, 4 cents per pound.

The only tax payable by a retail druggist is on the syrups he manufactures himself for use at the fountain, payable at the rate of six cents per gallon.

The Tax on Candy, Chewing Gum, Cameras and Sporting Goods

The tax on chewing gum and candy is 2 per cent, and on cameras and sporting goods 10 per cent, payable by the manufacturers thereof.

No Floor Tax

The Revenue Bill omits any provision for a "floor tax". Therefore, all stocks of merchandise on hand or purchased prior to the effective date are not subject to the excise taxes. A large amount in taxes will be avoided by rushed sales consummated before June 21. A floor tax would have enabled the Internal Revenue Bureau to levy a tax on inventory and thus would have thwarted rushed sales.

In the addresses of the President and Mr. E. C. Brokmeyer, as well as in the report of the Secretary, great emphasis was laid upon the value of every druggist in the State consulting immediately and at frequent intervals with the legislators who will compose the next General Assembly for the purpose of acquainting them with the conditions that face the retail drug business in this State and educating them to the danger of adding additional taxation burdens to a group already over-taxed and in danger of a financial catastrophe. By taking this early action plenty of time can be given to a thorough examination of facts that cannot be given when the Legislature convenes, and it is earnestly hoped that every druggist in the State will take it upon himself as a personal obligation to interview his legislative representative and show him exactly how unfair and dangerous it would be to exact further tax levies for any purpose whatsoever.—J.G.B.

" THE PROOF OF THE PUDDIN' "

Monroe, N. C.,
April 16, 1932.

American Druggists' Fire Ins. Co.,

I have today received your check in settlement of my loss of April 11th. Please accept my thanks and appreciation for this service. This being my first experience in suffering any fire loss I didn't know how to appreciate my insurance with The American Druggists' Fire Ins. Co. Mr. Reiner's presence and the way he handled the situation was the means of great satisfaction to me, and I must say, without solicitation, that I am now convinced that druggists everywhere should insure with the American Druggists' Fire Insurance Company.

Yours very truly,
Gamble's Drug Store,
J. Paul Gamble, Prop.

Forest City, N. C.,
May 19, 1932.

American Druggists' Fire Ins. Co.,

We wish to thank you for your check in settlement of our recent fire loss, also the personal interest and help rendered by your agent Mr. N. F. Reiner,—being a druggist himself his knowledge and experience qualified him to make a quick, just and fair settlement—absolutely satisfactory.

If every druggist could only know the real service your company renders in time of trouble I am sure they would not hesitate to carry their insurance with The American Druggists' Fire Insurance Company.

Very truly yours,
Gray Drug Co.,
By W. H. Gray.

Ask Me for Our Proposition on Your Store

N. F. REINER

250 Kimberly Ave. Asheville, N. C.

State Agent for

THE AMERICAN DRUGGISTS' FIRE INSURANCE COMPANY

American Bldg. Cincinnati, Ohio

"You make $4.00 on every $6.00 you invest. But that's ONLY PART of the profit story. What you'll put in the bank on this deal is up to you. Here's what I KNOW you can do if . . ."

When our salesman makes this proposition, take a sharp pencil and figure out what it will mean to you and your store. Give yourself a break.

$4 Profit on $6 Deal

A single deal consists of 10 Combination Packages as follows:

	COST TO YOU	SALE PRICE
9 Combination Packages each containing $1.00 bottle of Ambrosia, Filled Ambrosia Flask, Full size box of J & J Couettes, Funnel for refilling flash.....	$6.00	$9.00
1 Combination Package	FREE	$1.00
Total	$6.00	$10.00



THE BODEKER DRUG COMPANY

RICHMOND, VA.

AT LAST—A perfect Product at an attractive price

SILVEROL (Gane)

Brand of Silver Nucleinate U. S. P.

SILVEROL (GANE) is particularly well suited for dispensing. It gives a clear, stable solution, contains over 20% of Silver and being practically non-hygroscopic keeps better than the ordinary Silver Nucleinate. Its high quality and brilliant appearance have made Silverol (Gane) the preferred product by physicians and by high class pharmacies.

1 Ounce Bottles	each	$.45
4 Ounce Bottles	each	1.50
16 Ounce Bottles	each	5.80

ORDER TODAY

FREE FORMULAS

We have a limited supply of an interesting booklet containing formulas for everyday uses. You should find the formulas of value in improving your own products or in preparing new specialties. Write for your copy or ask our salesman.

BODEKER DRUG COMPANY

RICHMOND -:- VIRGINIA

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Always Through the Drug Trade

Solvency may depend upon quickness of assets. Ready money helps; so does sound credit. The Lilly Policy and the wholesaler simplify buying, enable you to concentrate on selling.



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Death of Polk C. Gray

Just as the forms of this issue are being closed distressing news comes of the death in Statesville on June 24 of Mr. Polk C. Gray. Only the day before the members of the State Association had installed Mr. Gray as their chief executive for the coming year and had adopted a resolution expressing appreciation for his faithful service and the fervent hope that he would shortly be restored to health. In President Gray's death the Association feels a great loss and the JOURNAL extends to his family and friends an expression of genuine sympathy.



POLK C. GRAY, of Statesville

THE FIFTY-THIRD ANNUAL CONVENTION IN HIGH POINT

The fifty-third annual meeting of the North Carolina Pharmaceutical Association held in High Point, June 21-23, was a great success. 436 registered for the convention. Features of the meeting included the addresses of President A. E. Weatherly, Dr. Anton Hogstad, Dr. W. G. Crockett, Mr. Carl Weeks, and Mr. E. C. Brokmeyer, as well as the reports of Secretary-Treasurer F. W. Hancock of the Board of Pharmacy, the Executive Committee, Attorney F. O. Bowman, and Secretary-Treasurer J. G. Beard. The Papers and Queries Committee under the chairmanship of Mr. R. A. McDuffie, of Greensboro, had a most interesting program. Chairman I. W. Rose of the Section on Practical Pharmacy and Dispensing rendered a valuable report and several papers were presented. A committee was named to show to doctors and dentists the advantages of using U.S.P. and N.F. preparations.

In recognition of the proved ability of Mr. John A. Goode, of Asheville, and believing him thoroughly qualified for the position, the members unanimously and enthusiastically adopted a resolution expressing the hope that the N.A.R.D. would see fit to elevate him to the presidency of that organization. Mr. Goode's faithful and effective service on behalf of the N.A.R.D. and his experience in the affairs of the Association and the confidence that na-

(Continued on Page 246)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

University of North Carolina Commencement

The University of North Carolina awarded a record number of 438 degrees at its 137th Commencement exercises, which were held in Kenan stadium at sunset on June 6 before a crowd of several thousand people. The candidates were presented by the different deans and the diplomas were awarded by Governor O. Max Gardner. The following received degrees in pharmacy: B.S. in Pharmacy, **Broddie Duke Arnold,** Fuquay Springs; **Toon Blair Johnson,** Vale; and **Rufus Henry Temple,** Kinston. Graduates in Pharmacy, **Robert Augustus Buchanan,** Greensboro; **Ernest Bernard Clapp,** Greensboro; **James Clifford Coble,** Snow Camp; **Arthur Linwood Cochrane, Jr.,** Weldon; **Clarice Carolyn Cox,** Snead's Ferry; **William Stanford Crouch,** Leaksville; **Charles Ruffin Edwards,** Mount Holly; **Gilbert Clyde Hartis,** Matthews; **Rose Lazarus,** Sanford; **Riley Colon Maness,** Biscoe; **Frederick Ray, Jr.,** Sanford; **Charles Reginald Rhodes,** Hamlet; **Carlton Robinson,** Atlantic; and **Charles Brandon Strickland,** Stedman.

The Lehn and Fink Medal in Pharmacy, given annually by Lehn and Fink of New York City, was won by **Mr. G. C. Hartis,** of Matthews.

All Around the State

M. J. Leimkuhler, *Reporter*

Mr. C. L. Rhyne, has decided not to reopen his drug store in Statesville which was burned several weeks ago. He has bought the Hodges Drug Co. in Boone from **Mr. F. H. Hodges** and will devote his entire time to the management of this pharmacy. Mr. Hodges is also the owner of the Blowing Rock Drug Co. with **Mr. C. H. Berryman** as prescriptionist.

One June 1st the Polk Gray Drug Co., of Statesville, was purchased by **Messrs. Ralph Holmes,** who formerly traveled for Burwell and Dunn Co., and **F. M. Youngblood,** of Concord. This store has been in operation for almost thirty years. Mr. Holmes will be active manager of the concern, which will be operated as the Holmes Drug Co., while **Mr. Lester Fisher** will be in charge of the prescription department. Mr. Fisher has been with the store for a number of years. In becoming the proprietor of the Statesville store Mr. Holmes returns to his native county. He was born near Harmony in north Iredell County, and spent his early life there and in Statesville, going to Charlotte in 1900.

Mr. Oscar J. Mooneyham, proprietor of the Mooneyham Drug Co., at Avondale, has purchased the Gray Drug Co., of Forest City. The name of the store has been changed to the Forest City Drug Co.

Messrs. J. H. Best and **J. T. O'Brian,** proprietors of the Best Drug Store, of Greensboro, will open a new pharmacy in the Glenwood section of the Gate City within the near future. It will be operated under the name of the Home Drug Store and **Mr. R. B. Sawyer** will be in charge of the prescription department.

Mr. F. L. Black, formerly with the Peoples Drug Store, of Gastonia, is opening a pharmacy in Lenoir at the site of the former Tate's Drug Store, No. 2.

Miss Lucille Rhinehardt, sixteen-year old daughter of **Mr. and Mrs. C. B. Rhinehardt,** died at the Concord Hospital on June 10. Miss Rhinehardt was operated on several days earlier for appendicitis. Her father is connected with the Pearl Drug Co. The JOURNAL extends sincerest sympathy to the bereaved family.

Mr. C. E. Cline has purchased the

"Scruggs for Drugs" store on Merrimon Ave., in Asheville. The store will be known in the future as Cline's Pharmacy. Mr. Cline has been with Liggett's Drug Store in Asheville for the past several months.

Mr. J. B. Polk has returned to Asheville, and is now Sales Promotion Manager at Goode's Drug Store.

Mr. R. M. Rimmer, of Franklin, has been confined to a Franklin hospital for the past two weeks with infected teeth.

General News Items

The Journal acknowledges with thanks the invitation of the Board of Trustees and Faculty of the Philadelphia College of Pharmacy and Science to their 110th annual Commencement.

We understand that **Mr. W. M. Matthews,** of Wilson, is now a druggist in Washington, D. C., and lives at 1332 21st St., N.W. He was formerly connected with Matthews Drug Store in Wilson.

Mr. F. L. Furr, of Star, now owns a pharmacy in Floyd, Va., which is known as the Floyd Pharmacy. For the past several years he has been traveling in Virginia for the Upjohn Co.

Mr. R. H. Tucker, Reidsville druggist, is recovering from an operation. We trust he will soon regain his health and strength.

Mr. J. DeWitt Porter is now prescriptionist for the Spruce Pine Pharmacy in Spruce Pines. He succeeds **Mr. R. S. Morgan,** whom, we understand retires from the drug business to devote his time to his farm at Penland.

Mr. A. P. Carswell has returned to his old home in Winston-Salem and is now with the Walgreen Drug Co. For the past several years he has been with the Carolina Pharmacy in Charlotte.

Mr. C. C. Pully, of Tennessee, is located with Moore's Pharmacy in Marshall.

A reporter informs us that **Mr. J. C. Murphy** has accepted a position with Alexander's Drug Store in Waynesville, succeeding **Mr. C. C. Shell,** who goes with the Community Drug Store in Enka.

Mr. E. A. Carnes, who recently came to this State from Florida, is with Eckerd's Drug Store in Asheville.

Led by the Chicago Division, representatives of the Norwich Pharmacal Co. are out this year to buck the general downward trend. Although they suffered slight losses from the peak sales of 1931 during the first four months of this year, they came through with a gain of over 15% in net sales in May. It is interesting to note that June sales are also ahead of the first days of June, 1931.

Mr. J. M. Hall, Sr., led the ticket by a large margin in his race for renomination as county commissioner in the recent primaries in Wilmington.

Greensboro and the state as a whole were represented at the annual National Forensic league contests recently held in Sioux City, Ia., by the four students of the Curry High School in Greensboro who participated in the state-wide debating contest at Chapel Hill in April. In this group were **Mr. Nash Herndon,** son of **Druggist C. N. Herndon.**

We understand that **Mr. J. C. Harris** and associates have bought the West Side Pharmacy in Durham from the estate of the late **Mr. W. F. Strayhorn.** Mr. Harris was formerly with the North Durham Drug Co.

Mr. B. D. Arnold, of Fuquay Springs, is now located with Mabry's Drug Store in Hamlet.

Miss Eleanor Lea, the young daughter of **Mr.** and **Mrs. L. J. Lea,** of Maxton, gave a piano recital on the evening of May 13. She was the only member of the high school class in music to complete the course this year and is the second music pupil who has completed the course while a member of the ninth grade. Miss Lea was also awarded a gold medal given to the pupil showing the greatest improvement during the year.

The Journal takes pleasure in welcoming into membership in the Association **Messrs. H. W. Wohlford,** of the Park Place Pharmacy in Charlotte, and **W. A. Ratley,** of the Scotland Drug Co., in Laurinburg.

Mr. C. P. Grinstead, formerly of Statesville and later of Roanoke, Va., is now with the Peoples Service Drug Store in Danville, Va.

Mr. R. H. Andrews, who in addition to his drug store duties finds time to take a prominent part in the civic affairs of Burlington,

was chairman of the waiver committee in the plan for re-opening the National Bank in Burlington. His brother, **Mr. C. M. Andrews,** proprietor of the Burlington Drug Store, is also active and interested in civic affairs, and is general chairman of the campaign now under way to effect the re-opening of the United Bank and Trust Company's Burlington branch. *The Burlington Times News* carried a photograph of Hon. **Frank Hancock,** son of **Mr. F. W. Hancock, Sr.,** of Oxford, in recent issue with the following notation: "Hon. Frank Hancock Congressman from the original 'Imperial Fifth' District of North Carolina, who is a member of the important banking committee of the House, tendered valuable aid to local committees at work on details in the First National bank re-opening campaigns in contacts with officials of the Comptroller of the Currency J. W. Poole in Washington. . . ."

Little Grace-Marie, four-year old daughter of **Mr.** and **Mrs. M. W. Blades,** of Apex, was mascot of the senior class of the Apex High School the past year.

The JOURNAL extends sympathy to Mr. E. **C. Adams,** of Gastonia, in the death of his father, which occurred in Clover, S. C., on May 9.

Mr. J. G. Vick, of Fayetteville, has taken over the territory for Parke, Davis and Co. formerly traveled by **Mr. R. D. Heist.** Mr. Heist now has the late **Mr. J. H. Bobbitt's** position with headquarters in Charlotte.

Mr. J. T. Dillehay is back again with the Walgreen Drug Co., in Winston-Salem. He was quite sick the early part of May but we are delighted to know that he has entirely recovered and is back on the job again.

Mr. W. E. Hardee has accepted a position with Liggett's Drug Store in Charlotte. He was formerly with the Whelan Drug Co. in the same city.

We understand that **Mr. W. H. Stallings,** for many years with Souders Pharmacy in Fayetteville is now making his home in Norfolk, Va.

Mr. P. H. Dinwiddie has closed his store in Black Mountain and is now with the Merrimon Ave. Pharmacy in Asheville. He succeeds **Mr. W. M. Mebane,** who has accepted a position with Slack's Pharmacy in Tryon.

Mr. E. S. Cooke, who was formerly connected with North Carolina drug stores, is now with the Johnson Drug Co., in Narrows, Va.

The name of the R. A. Grimes Co. in Hickory has been changed to the Ninth Ave. Pharmacy. This store was recently purchased by **Mr. E. P. Crawford** and is under the management of **Mr. W. R. McDonald.**

Mr. L. D. Rice, formerly with the Walgreen Drug Co. in Winston-Salem, is now with the O. Henry Drug Store in Greensboro.

President and **Mrs. A. E. Weatherly** spent ten days in Charleston and the Isle of Palms early in June.

New Store for Burlington

The Main Street Drug Store has opened in Burlington in the former Freeman Drug Store building under the management of **Mr. R. Homer Andrews,** for many years an associate and active in the management of the Acme Drug Store with **Mr. James I. White.** Mr. Andrews retains his interest in Acme and Mr. White becomes interested in the Main St. store. **Mr. C. P. Mitchell,** who operates the City and Mitchell's drug store, is a third owner in the new store. Neither Messrs. White or Mitchell will be active in the new store, however, their time being devoted to their other interests.

Board of Pharmacy Holds Examinations

The North Carolina Board of Pharmacy met in the Howell Hall of Pharmacy at the State University in Chapel Hill on June 14-15 to examine applicants for license. Every member of the Board was present. Twenty-one applicants passed the examinations. **Mr. C. B. Strickland,** of Stedman, made the highest mark of all applicants.

Those who passed the examinations for registered pharmacists are: **Messrs. W. W. Carroll,** Warrenton; **J. C. Coble,** Snow Camp; **C. L. Clodfelter,** Thomasville; **C. R. Edwards,** Mt. Holly; **R. C. Maness,** Glenwood; **F. Ray, Jr.,** Sanford; **C. R. Rhodes,** Hamlet; **Marie Rogers,** Kinston; **C. B.**

Strickland, Stedman; and R. H. Temple, Kinston.

The following applicants passed the Board under the military clause: Messrs. W. B. Harris, Warrenton; E. N. Nicholson, Murfreesboro; and M. O. Register, Pikeville.

Eight passed the examination as assistant pharmacists; N. F. Adkinson, Avondale; P. J. Brame, Sr., North Wilkesboro; E. E. Browne, Elkin; H. S. Brown, Goldsboro; R. C. Eller, Belmont; Melrose Harrison, Charlotte; R. B. McBride, Fayetteville, and M. O. Stiles, Hickory.

Kinston Lad Has Adventure

The following paragraph, carried in several of the state papers will be of interest to friends of Mr. H. L. Bizzell, prescriptionist for Dunn's Drug Store in Kinston:

"Harry Bizzell, Jr., age three, rode four or five blocks through traffic on the running board of an automobile here and gave his mother, wife of a druggist, the worst fright she had had in years. Mrs. Bizzell, drove the family car from the home of her father-in-law, J. J. Bizell, to her husband's place of business on Queen Street. When she pulled up to the curb and alighted she saw a huddled white figure on the running board. It was her son. He was crying from fright. He had lost his nerve and was clinging to the car in terror. His feet, which he had difficulty holding off the ground, missed striking the curb by a few inches when the car was stopped."

School of Pharmacy Notes

The Rho Chi honorary pharmaceutical fraternity held its spring initiation and banquet on the evening of May 22. Messrs. W. S. Crouch, of Leaksville, and R. C. Maness, of Biscoe, were initiated, and Professors M. L. Jacobs and I. W. Rose were made alumni members.

Dr. W. deB. MacNider was recently elected president of the American Pharmacological Society.

The School expresses its appreciation to Mr. F. G. Jacocks, of Elizabeth City, for a gift to the museum of several valuable shelf bottles, and to Mr. T. R. Robinson, of Goldsboro, for a pair of beautiful window bottles. The School is also very proud of two other gifts it has received. Dr. E. V. Zoeller has presented eight framed photographs of the delegates attending as many State Association meetings and two lovely ornamental shelf bottles.

Welcome Home!

We have just had the pleasure of a visit from Messrs. S. L. Hubbard and Ralph Alexander, and we are delighted to announce to JOURNAL readers that Mr. Hubbard tells us that he and Mrs. Hubbard are back in North Carolina for good. They are making their headquarters at Reidsville again and mail will reach them care of Box 270. We have missed the Hubbards since they left the State last January and are genuinely glad to give them a welcome back home. Mr. Hubbard is now representing the Pangburn Company, of Fort Worth, Texas, that manufactures "Pangburn's Better Candies," and "Pangburn's Ice Cream Brittles."

Marriages

A wedding of beauty and interest was solemnized at the Memorial Baptist church in Greenville on June 3 when Miss Elizabeth Winn Jones, of Kinston and Baltimore, Maryland, became the bride of Mr. Burwell Temple, of Kinston. The ceremony was performed at high noon. Following the wedding the couple left for Atlantic City. Since the 15th of June they have been at home to their friends in Kinston, where Mr. Temple is connected with the Temple Drug Co.

Mr. J. J. White, of Henderson, and Miss Mary Frances Wood, youngest daughter of Mr. and Mrs. J. Robert Wood, were married on the evening of June 10 at the First Baptist church in Oxford. Among the attendants was Mr. C. B. White, also of Henderson, who acted as best man. The groom is originally from Townesville and graduated from the University School of Pharmacy in 1925. He is now connected with the Kerner Drug Co., of Henderson. After an extended wedding trip Mr. and Mrs. White are making their home in Henderson.

A brilliant social event was the wedding on the evening of June 11 at seven-thirty of Miss Nancy Suttle and **Mr. W. G. Pendleton**, both of Shelby. The wedding took place in the garden at the home of the bride's parents, Mr. and Mrs. J. A. Suttle.

Deaths

Mr. John G. Hall, an outstanding citizen of Oxford, and a druggist since Feb. 1, 1879, died at his home early on the morning of May 20 following an illness of a few days. For fifty-three years he has been operating Hall's Drug Store in Oxford, where he has been actively engaged in the civic, religious, and social life of the community. He served as chairman of the board of directors of the First National Bank of Granville, vice-president of the Oxford cotton mill, and senior warden of the vestry of St. Stephen's church for over 50 years. Every business firm in Oxford closed during his funeral to pay respect to the "memory of Oxford's most honored citizen." For the past several years Mr. Hall has had associated with him in the drug business two of his sons, **Messrs, S. C.** and **J. P. Hall.** To them and the other members of the family the JOURNAL extends sincerest sympathy.

Mr. Thomas Walter Grimes, aged sixty-six years, died at his home in Salisbury on June eleventh, death being caused by two strokes of paralysis. Mr. Grimes was licensed as a pharmacist in 1885 and for many years practiced his profession in Salisbury and Winston-Salem as well as in other places in the State. He is survived by his widow and a son and daughter.

Mr. Oscar L. Hurdle, prominent druggist of Aulander, passed away at his home in Aulander on the afternoon of June 21 after an illness of more than a month. He suffered a paralytic stroke several weeks ago and gradually grew weaker. Mr. Hurdle was born at Great Bridge, Va., on Feb. 5, 1889. He received his education in Richmond, Va., and after securing his license as a registered pharmacist went into business for himself in Portsmouth, Va., where he remained until he moved to Aulander four years ago.

During the High Point convention friends were shocked to hear that **Mr. William Alexander Ring** of that city was critically ill with double pneumonia. He died on June 24 at a local hospital. Mr. Ring for thirty years operated one of the most successful drug businesses in High Point, and prior to that time practiced his profession in Charlotte and Raleigh. In 1929 he sold out his business and retired, but last fall opened a new store which he operated until this spring. He was born in Forsyth County and started in the drug business at Elkin. He was the son of Thomas and Amanda Daniels Ring. He had been a member of the N.C.P.A. since 1897. During the convention the delegates voted him a resolution of cheer and encouragement which was sent to him at the hospital where his condition was regarded as critical.

THE FIFTY-THIRD ANNUAL CONVENTION IN HIGH POINT

(Continued from Page 241)

tional druggists feel in his forceful qualities as an executive combine to inspire the resolution. Another resolution adopted was to the effect that the Association use its every effort to persuade certain manufacturers, notably the Coca-Cola Company, to absorb the federal excise tax that would otherwise fall with dangerous effect upon retailers. The members resolved to oppose any form of additional sales tax; re-affirmed approval of the Capper-Kelly Bill, endorsed the Nye bills, urged the enforcement of the Porter Narcotic Act, etc.

Officers elected by mail ballot during the summer of 1931 were installed, with the exception of President Polk C. Gray, of Statesville, who was prevented by illness from attending the meeting. The following day friends were shocked to hear of his death. Automatically, First Vice-President A. Coke Cecil, of High Point, succeeds to the presidency. Other officers are Vice-Presidents, J. M. Hall, Sr., Wilmington, and H. M. Cooke, Spencer; and Secretary-Treasurer, J. G. Beard, Chapel Hill (re-elected). These officers together with the following compose the Executive Committee: C. L. Eubanks, Chapel Hill; Warren W.

Horne, Fayetteville; and C. C. Fordham, Sr., Greensboro. Mr. Warren W. Horne, of Fayetteville, was unanimously made a member of the Board of Pharmacy to succeed Professor I. W. Rose, of Chapel Hill, whose term expires on April 28, 1933. The 1933 meeting will be held in Charlotte, the time to be selected later.

The following are the nominees for office for the year 1933-34; *For President:* W. C. Ferrell, Nashville, and John C. Hood, Kinston; *For First Vice-President:* D. L. Boone, Durham, and Roger A. McDuffie, Greensboro; *For Second Vice-President:* E. F. Rimmer, Charlotte, and P. J. Suttlemyre, Hickory; *For Third Vice-President:* Paul B. Bissette, Wilson, and C. E. Matthews, Jr., Roanoke Rapids; For Secretary-Treasurer, J. G. Beard, Chapel Hill, and C. L. Eubanks, Chapel Hill; *For member of the Executive Committee for a Three-Year Term:* I. W. Rose, Chapel Hill, and S. E. Welfare, Winston-Salem. Mail ballots were sent to the members immediately following the adjournment of the convention.

Social features included an automobile drive for the ladies with a trip to the show rooms of the Tomlinson Chair Co., a Golf Tournament for the men as well as an opportunity to fish at City Lake; a reception and dance at the High Point Country Club; a card party and a theatre party for the ladies; a banquet and dance given by the Traveling Men's Auxiliary, and finally a barbecue tendered by the Justice Drug Co. and the Barbee-Hayes Co. The golf tournament prizes were won by Messrs. P. D. Gattis, of Raleigh; and E. Lane of Charlotte.

SCOTT DRUG COMPANY
CHARLOTTE

Distributors For Coty

COTY'S NEW SALES POLICY

Coty's New Sales Policy restricts Coty's merchandise to legitimate and desirable retailers who will maintain prices suggested by Coty.

No longer will this line of the world's most luxurious perfumes be foot-balled around to bring trade into the unscrupulous dealer's store. The excellent consumer demand and acceptance accorded Coty creations, the persistent and unflagging Coty advertising all merit a fair and profitable retail mark up.

Coty's policy in cutting off hundreds of dealers is the most courageous gesture we have ever seen a manufacturer make. It is deserving of your fullest support. Many other manufacturers are watching this situation closely and planning to follow suit if the co-operation of the legitimate, desirable retailer can be obtained.

This is your real opportunity. We suggest that you get behind and push this profit protected, consumer accepted line.

WE SOLICIT YOUR ORDERS



Consistent advertising, day after day! That's the way the Capudine Chemical Company coöperates with Carolina druggists. The natural result—consistent demand for Capudine, rapid turnover, and steady profits.

CAPUDINE CHEMICAL CO.
RALEIGH, N. C.



EPHEDROL

WITH ETHYLMORPHINE HYDROCHLORIDE*

A distinctive, palatable, and effective cough remedy developed in the pharmacologic laboratories of Eli Lilly and Company.

Ephedrol combines the antispasmodic property of Ephedrine with the anodyne and expectorant qualities of Ethylmorphine Hydrochloride, Potassium Guaiacol Sulphonate, Squill, Tolu, and Menthol.

Supplied in Pint and Gallon Bottles.

The Peabody Drug Company
Durham, North Carolina

* Exempt Narcotic

She Spends More Than $51.62 Yearly for 15 Cosmetics Alone

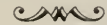
A recent analysis made by College Humor among female college students shows just how much money these young ladies are spending annually for toiletries.

The average college girl covered by the survey spends $11.40 for perfume yearly, invests $6.36 in cold creams, hands over $5.42 for face powder, $3.96 for mouth washes, $4.08 for toilet soap, $4.44 for tooth paste, $3.56 for cleansing tissues, $1.03 for deodorants, 92c for hand lotions, $1.41 for lipsticks, 72c for mascara, $1.38 for nail polish, $1.73 for bath powder, $3.96 for rouge, $1.27 for tooth brushes, etc.

Authorities on cosmetic sales have checked these figures and state that the average woman's expenditures are aproximately the same.

If you are not getting your fair share of the women's cosmetic volume, something is wrong—either with the toiletries you are selling or with the methods you are using to sell them.

In any event talk over the problem with our representative. He will be able to advise you intelligently as to the best way to build up your cosmetic volume and to capture your fair share of this highly profitable business.



Justice Drug Company

N. C. Service Wholesaler

Greensboro, N. C.

HEADACHE! *Pains*

recommend —

BC

You can't go wrong in telling a customer that B.C. will relieve a raging, roaring, headache in 3 MINUTES . . because B.C. will do just that! It accomplishes in a few minutes what we believe no one drug formula can do under one to three hours.

B.C. will not only relieve headaches, but it is also very efficacious for sciatica, neuralgia, earache, toothache, muscular aches and pains, and periodical pains when due to inorganic causes.

Next time a customer comes in and wants quick relief from pain, sell a package of B.C. . . . and you'll add another new, constant, and satisfied customer to your list.

B. C. REMEDY CO.
DURHAM, N. C.



3 MINUTE *relief from* PAIN

The Seeman Printery, Inc.

Where *Good* Printing is a Habit

We Specialize in Satisfaction
and Promptness

Printers in DURHAM, N. C., Since 1885

POPULAR, QUALITY PRODUCTS

Backed Up With Constant Advertising

THEDFORD'S BLACK-DRAUGHT

POWDER:	Mammoth, $1 size, containing five 25c. packages, per dozen	$ 8.50
SYRUP:	25c. size, per dozen	2.00
	50c. size, per dozen	4.00
CARDUI,	per dozen	$ 8.50
CARDOSIPTEC,	per dozen	$ 4.00

Bee Dee Stock & Poultry Medicine

25c. size, per dozen	$ 2.00
50c. size, per dozen	4.00
$1 size, per dozen	8.00

Write for direct shipment quantities and discounts, or order from your wholesaler.

Display Them On Your Counters!

THE CHATTANOOGA MEDICINE CO.,
CHATTANOOGA, TENN.

A. D. POLLARD
407½ W. Park Drive
Raleigh, N. C.
Telephone No. 1600 J

Stephen F. Whitman and Son, Inc.
Whitman's Chocolates and
Confections

FORMULAS ANALYZED
OR FURNISHED

I am prepared at reasonable cost to analyze preparations or to provide working recipes for various toilet and medical preparations.

M. L. JACOBS
Pharmaceutical Chemist
Chapel Hill, N. C.

The S. E. Massengill Co.
Manufacturing Pharmacists,
Bristol, Tenn.-Va.
Manufacturers of Compressed and Hypodermic Tablets, Pills, Filled Capsules. Sterile Solutions in Ampoules, Elixirs, Medicinal Syrups and Wines, Ointments, Ophthalmic Ointments, Fluid extracts, Tinctures, etc.
The oldest and largest pharmaceutical manufacturers in the Southern States. Write for Catalog.
Branches
Kansas City, Mo. New York, N. Y.

It's NEW!
Saves TIME
Saves MONEY
Saves ICE



Positive Gravity Feed

• SHAVED ICE
FOR THE SODA FOUNTAIN
... *Quicker and Better Than You've Ever Had Before!*

The AUTOMATIC ELECTRIC
ICE SHAVER

The Most Remarkable Ice Shaver on the Market
PAYS FOR ITSELF IN FEW MONTHS

It will cut down your ice bill, improve the drinks you serve and create a bigger fountain business. Easy to operate, connects to any light socket, 110 volts. Shaves ice fine, medium or coarse and—SHAVES THE LAST CHIP. Used by the biggest chain stores all over the country. The Automatic Electric will save money, time and ice for you, too. Ask your jobber or write.

BARBEE-HAYES CO., Inc.
Southgate Terminals,
NORFOLK, VIRGINIA
Write for Descriptive Folders

Southern Dairies
ORCHESTRA
with SALLY SOTHERN
16 Stations—Tuesdays and Fridays
Dealers tell us this program is selling
Southern Dairies
ICE CREAM

SANITIZED FOR HEALTH'S SAKE



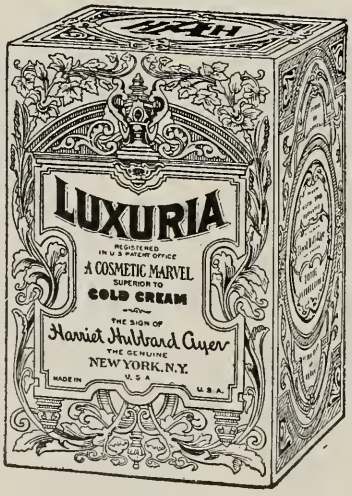
NEW DROP SHIPMENT PRICES

$1.65 per dozen in six dozen lots—$1.62 per dozen in gross lots. Freight paid. Order from your jobber if he is a distributor. He can also give you quick service in case lots. Demand EVERFRESH—It's strictly U.S.P.

All for Beauty

HARRIET HUBBARD AYER

"The Repeating Line"



Face Creams	Face Powders
Skin Tonics	Rouges and Lip Sticks
Lotions	Vanity Cases
Hair Preparations	Manicuring Requisites
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"Used by Women Who Know"

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London **NEW YORK** **Paris**

Hunter's TRADE MARK CHOCOLATE

FOUNTAIN SYRUP

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MADE

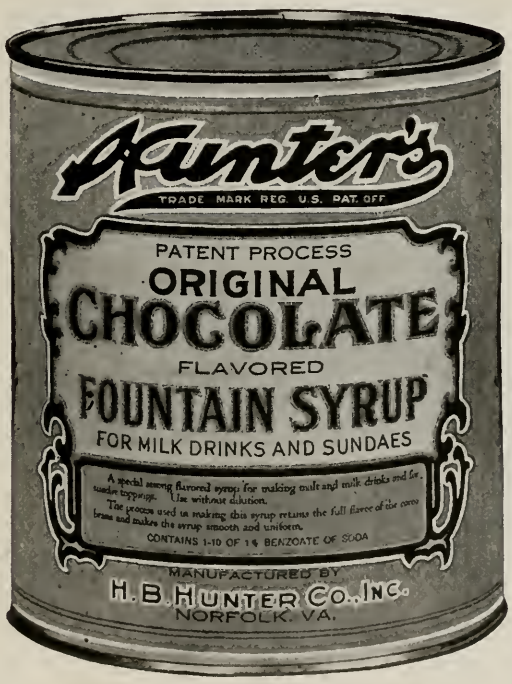
IN

THE

SOUTH

By

Southerners

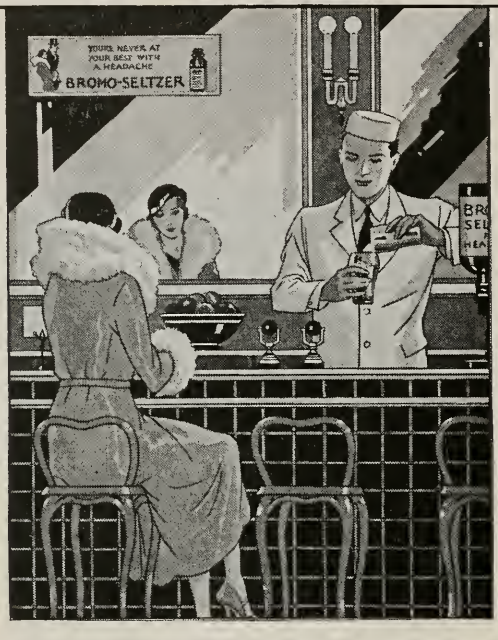


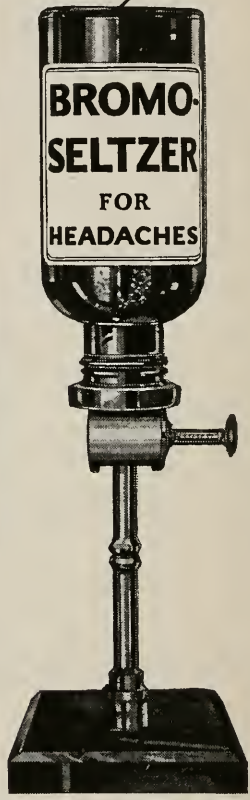
WE UNDERSTAND YOUR NEEDS
KNOW YOUR PROBLEMS
GIVE YOU PROMPT SERVICE
GUARANTEE OUR PRODUCTS
SOLICIT YOUR BUSINESS

If interested in any item which you are not now using we shall be glad to submit samples and prices on request.

H. B. Hunter Company Inc. - Norfolk, Virginia

AT YOUR FOUNTAIN





65 DOSES FROM EACH DISPENSING BOTTLE

● NO WASTE

● CORRECT DOSE

● LARGER PROFITS

BROMO-SELTZER
The National Headache Remedy

Recommend Small Size for the Pocket

EMERSON DRUG COMPANY

BALTIMORE



MARYLAND



A PLUS PROFIT

with every sale of Sanitary Napkins

Norwich

When a customer asks for Sanitary Napkins, step up the sale —make an extra profit—*sell her Amolin, too!*

Amolin Powder perfects any sanitary pad—really deodorizes, prevents chafing, improves pad efficiency—*makes protection complete!*

Always display Amolin with Sanitary Pads—*one sale suggests the other!*

Two sizes—35c and 60c—fast turnover sellers *because Amolin has a date with the calendar, to repeat!*

Get this Easy extra Business!

•

The Norwich Pharmacal Co.
Norwich, New York

AMOLIN

DEODORANT POWDER

Norwich

Summer is here.

Hot weather is here.

***We* must have fans.**

***You* must have fans.**

Your *customers* must have fans.

An attractive display of popular priced electric fans in your store would prove very profitable. Let us have your order today.

No. 433M Green Star-Rite Fan, 7″ which retails for $3.95

No. 431M Green Star-Rite Fan, 8″ oscillating, which retails for $7.95

No. 426M Green Star-Rite Fan, 10″ oscillating, which retails for $10.95

W. H. King Drug Company

Wholesale Druggists

Raleigh, N. C.

"The House of Friendly Service"

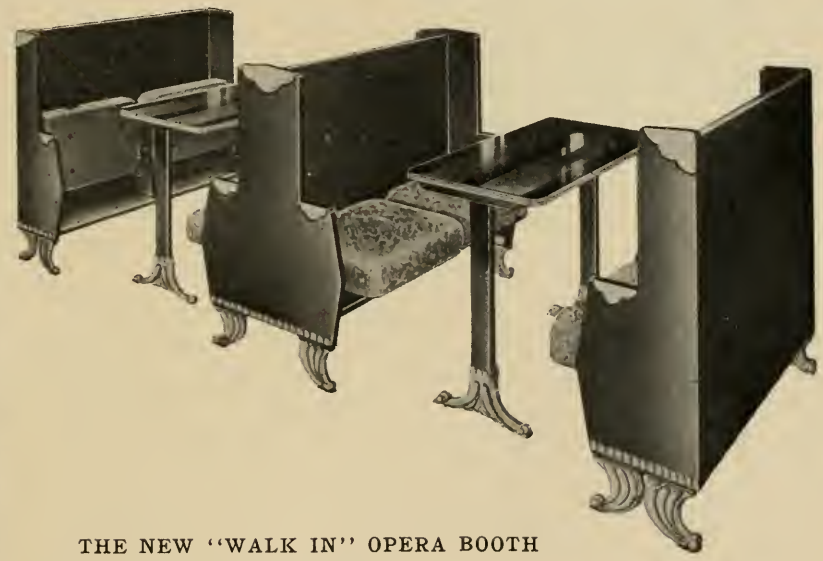
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VOL. XIII No. 12

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

AUGUST, 1932



THE NEW "WALK IN" OPERA BOOTH

1. Walk in plenty of room, no sliding.
2. Lift-up seats, comfortable and inviting, cushioned on springs and upholstered imitation leather.
3. Table larger, which is a great advantage in serving food and drinks.
4. Saves 10 to 20% floor space.
5. New and different. Will make your place the talk of the town.

Our new wall cabinets, displays and backbars are as different as our booths

THE GEORGIA SHOW CASE COMPANY
MONTGOMERY, ALABAMA

Wire or call us collect
Representative

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The Test



"Super-Cyclone"—Patented

We sometimes wonder if dispensers really appreciate the importance of serving soda water

COLD

This, Our Message, is to acquaint you with some of the marvelous results obtained with our patented

"SUPER-CYCLONE" SODA COOLER

IN A recent test of the "Super-Cyclone" Cooler by a prominent soft drink manufacturer, it gave a brilliant performance in furnishing 200 glasses, *at the rate of one every ten seconds,* at an average temperature of less than 36 degrees. Forty (40) glasses were below 34 degrees.

Various surrounding Temperatures at time of Test:

ROOM—78 INLET WATER—79 WATER BATH—35
MINIMUM SODA TEMPERATURE—32

(No Shaved Ice Necessary)

READ this test carefully and get the full significance of it. Then let us further prove to you the superiority of GREEN Soda Fountains.

ROBERT M. GREEN & SONS
Pioneer Manufacturers Established 1874
PHILADELPHIA

CAROLINA SALES REPRESENTATIVES

Chapman Drug Co.
Knoxville, Tenn.

W. H. King Drug Co.
Raleigh, N. C.

Haliver Oil with Viosterol enables the physician to continue scientific vitamin therapy through the summer months

Last summer Haliver Oil was not on the market. Probably thousands of physicians who wanted to continue giving their patients vitamin A and D medication hesitated to prescribe the vitamin preparations then available, for the simple reason that so many people have a natural aversion to taking appreciable quantities of oily food substances (such as cod-liver oil) in warm weather.

Haliver Oil has changed all this. Because it is prescribed in minims instead of teaspoonfuls it can be easily taken the year around by those who need an additional supply of the important vitamins A and D.

Halibut liver oil is the richest natural source of these two vitamins, and Haliver Oil is the most convenient and concentrated form of supplying them. Parke-Davis Haliver Oil with Viosterol-250 D contains 60 times as much vitamin A as high grade cod-liver oil. It also has 15 to 20 times the natural vitamin D potency of high grade cod-liver oil, and this potency is increased to 250 D in the finished product.

This puts the whole vitamin question on a new basis, so far as A and D are concerned. Now, the physician can prescribe in terms of drops instead of teaspoonfuls. *And both physician and patient will particularly appreciate this fact during the warm months of summer and early fall.*

Please keep a sufficient stock on hand to meet requirements: 5-cc. and 50-cc. vials; 3-minim capsules in boxes of 25.

PARKE, DAVIS & COMPANY

The World's Largest Makers of Pharmaceutical and Biological Products

Immediate Pain Relief
Brings Quick PROFIT

BC

B.C. is guaranteed to quickly relieve headache, neuralgia, sciatica, toothache, earache, and other pains due to inorganic causes, because it has *several* ingredients scientifically compounded, and therefore accomplishes in a few minutes what we believe no one drug formula can do in one to three hours.

Most druggists keep B.C. prominently displayed, and dispense it in individual doses at 10c a dose—this *doubles* your profit. Try it.

B.C. REMEDY CO.
Durham, N. C.



3 minute Pain Relief



HOUBIGANT PRODUCTS

always are profitable investments—for three good reasons:

Well known, well advertised, "right" in style, "right" in price, they are consistently good sellers.

The high standard of quality religiously maintained in Houbigant products inspires confidence in the excellence of all your merchandise.



And their presence on your shelves insures you against the loss of such desirable costumers as habitually insist on the very best for their personal use.

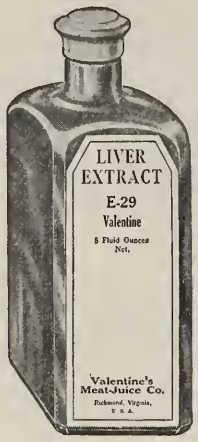
Our Houbigant stock is complete—prompt shipment can be made.

JUSTICE DRUG COMPANY

GREENSBORO **NORTH CAROLINA**

N. C. Service Wholesalers

Liver Extract E-29 Valentine



Three years on the market after three years of observation in over 100 cases of

PERNICIOUS ANEMIA

in leading hospitals in widely separated districts of the United States. It offers to the physician a standardized product of Liver in Aqueous Extract Form. The technique of manufacture has been carefully controlled by clinical response of many selected cases, while its keeping qualities have been tested by subjecting the standardized product to extreme physical conditions.

(8 oz. Net)

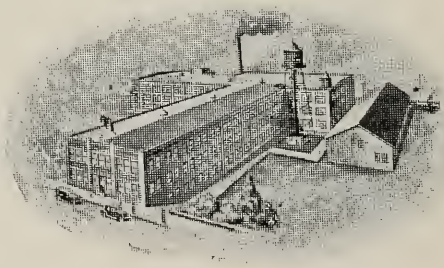
½	dozen	$11.00
1	dozen	21.00

Cash with order delivered (or through jobber)

Retail Price, per bottle $ 2.25

Clinical reports will be sent on request.

Valentine's Meat-Juice Co. - - Richmond, Va.



"Always The Best Things First"



Pictorial's New Line of Prescription Package Specialties Are Now Ready for Delivery

It's Smart and Thrifty, Too, to Use Pictorials Prescription Package Service

M. J. LEIMKUHLER

P. O. Box 1001 Charlotte, N. C.



The new fifteen-syringe and supplementary five-syringe packages of Mulford Pollen Extracts provide the physician with a more attractive, compact, and convenient method of treatment. Ask our representative about them.

The Complete Hay Fever Service



Artemisia annua
(*Annual Wormwood*)

To meet every need of your physicians during the trying hay fever season, the Mulford Biological Laboratories have produced Pollens Dried and Pollen Extracts from the hay fever plants common in your community.

Because hay fever sufferers in increasing numbers are seeking relief in this form of treatment, the use of diagnostic pollens and extracts is greater than ever. Physicians are exercising greater care in diagnosis and are building up more thorough protection by using 15-dose and 20-dose treatments.

Mulford Complete Hay Fever Service makes it possible for you to provide for the increasing needs of your physicians quickly and satisfactorily. Mulford Pollens are supplied in an assortment of packages which meet every need for diagnosis or treatment.

MULFORD BIOLOGICAL LABORATORIES

Sharp & Dohme

PHILADELPHIA BALTIMORE

RID YOUR SCALP OF DANDRUFF OR YOUR HAIR WILL STRANGLE. TONO SCALPA HAIR AND SCALP TONIC AND TONO SCALPA COCONUT OIL SHAMPOO WILL DO THIS AND PAY A PROFIT.

ORDER A DEAL FROM YOUR JOBBER

OWENS & MINOR DRUG CO.
Manufacturers
Richmond, Virginia

HAVE YOU NOTICED?



DIXIES are advertised in popular magazines of national scope. They are also advertised in daily North Carolina newspapers. Building a bigger and better fountain business.

Give YOUR customers the benefit of the best—DIXIE—service. By the way. Have you "dressed up" your store with the new ten cent package DIXIE?

GARLAND C. NORRIS & COMPANY
Selling Agents For North Carolina
Raleigh, North Carolina

Member
T. M. A.
N. C. P. A.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT

CHAPEL HILL, N. C.

Entered as second-class matter July 5, 1922, at the post office at Chapel Hill, North Carolina under the Act of March 3, 1879

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The 1933 meeting of the North Carolina Pharmaceutical Association will be held at Charlotte, the time to be announced later.

SELLING FOR CASH*
IT CAN BE DONE. WHEN, AS AND IF

By E. F. RIMMER, of Charlotte

This is an answer to a very pertinent question that is confronting many drug stores today—is it possible to go from a credit policy to a strictly cash policy? The answer is as above stated—it can be done—when, as, and if. I will endeavor in this short space to tell some of my experiences with the modifications of this problem as shown in the adverbs and conjunctions stated.

If is the greatest of the problems, and for this reason I will say that the change can be made *if* the person anticipating it has an abundance of courage, a disposition that will withstand criticism, and a willingness to see many customers not drift, but march away. Unless these conditions can be met gracefully it will be impossible to make a success of the cash plan.

When is more easily disposed of. *When* means just as soon as it can be done after the decision is made and a short period of announcement presented to the customers.

As simply means drawing up a scheduled plan of action and following it through without exception or deviation.

I will now give some of my experiences with this plan which has been in force in my store since January 1, 1929. Three and one-half years gives sufficient perspective, and I am confident that this policy has given me the ability to be in business today, because I feel that otherwise I would have been unable to meet the demands of my customers in these declining business days since 1929, and at the same time liquidate, as has been demanded by my creditors, in keeping with the time.

First, I will state that I conducted a credit business for nine full years and kept a very close record of it through a daily cash register system, ringing each charge separately and carrying the balances forward daily. During these nine years, the ratio of credit sales to total volume ran in percentages as follows: 1920, 22%; 1921, 27%; 1922, 24%; 1923, 21%; 1924, 21%; 1925, 21%; 1926, 19%; 1927, 20%; 1928, 26%. Taken over the nine year period, it ran almost 20%, since in 1926 the year of my greatest volume, the least percentage of credit was granted. This simply meant that four out of five of my customers paid me in cash, while one customer had credit. Now, it seemed that this one customer demanded more and got more for his money than the four. It took extra capital to carry his account; it required extra expense to conduct the mechanics of a credit system; and it gave a sense of privilege that the others either from choice or necessity did not enjoy.

I have now shown you the extent of my credit business. I will next show some figures as to the cost of the nine years of operation. During the nine years the total charge sales amounted to $114,091.74, and the total collections then and since have amounted to $107,896.03, which leaves a balance of $6,195.71 charged off as uncollectable for the period. This amount, you will perceive, was about 5% of the total charge business conducted, and since credit business was 20% of total business, it represented a loss of approximately 1% of all the business done during that nine-year period.

During this same nine-year period I had always taken fifty-seven hundredths of one per cent. as a reserve for bad debts and had each year taken credit for that amount on the annual statements. You will readily see that on the final charge off I found this amount entirely too small. Here is how it worked out actually. The end of December, 1928 found my books showing an approximate balance of $5,000. The charge off for that year would have been about $409 as usually figured. I actually collected about $2,800, which made the charge off about $2,200. Here is an interesting side-light. In making this change I wanted my customers to pay me, but most of all I wanted good-will and future trade, so I never forced collections at all. My books will show that

* This paper was presented at the 1932 meeting of the N. C. P. A.

numerous customers, who had formerly paid promptly never bothered about paying that last month's charge. As the amounts were individually small and I had cut off the expense of a book-keeper I ignored such actions and went on about my business, allowing them the same privilege.

I made another very interesting analysis of this cost of credit as follows. This is a visual analysis without resorting to figures or percentages. I have stated to you that the amount charged off during the credit years was just about $6,000. Now this sum happens to approximate very closely the amount of my original capital. It is interesting to figure my position had I made no profit. Now for the analysis along this point. Once again I will line up my four cash customers and my one charge customer, calling them, Messrs. One, Two, Three, Four and Five as stated. Let us allow each of these gentlemen to purchase a dollar article that has cost me 67c. Now when Messrs. One, Two, Three and Four walked up they planked down the dollar and I forthwith had 33c gross profit from each or a total of $1.33 for the four of them. Now along comes Mr. Five with no cash but a promise. I have the 67c bottle of medicine on my shelf and I have 67c in charges on my books against him and his fellows. It has cost me $1.33 for which he will in due season pay me $1.00, a net loss of 33c to come from the gross profit of $1.33. In other words Mr. Five has cost me Mr. Four's profit, and I would have been just as well off with just Messrs. One, Two, and Three as customers. This brings me to the point: if in your own estimation you will be able to get 60% as much volume as you now have after going on a cash business, I feel that you can switch with safety.

Now comes a very personal, sensitive objection—the sentimental objection; the desire not to hurt some person's feelings. You say, "But I have the names of the best citizens of the town on my books." I will say that I had an average of four hundred active accounts at all times on my books. I can think of a Governor of this State, three of my city's mayors, four bank cashiers, a score of ministers, and numerous wealthy men who favored me with their patronage and who had paid promptly, still I felt I could not keep up their demands and keep my doors open for my total business began to fall at the end of 1926 while my percentage of credit seemed inclined to mount. I simply knew it was not a question of my customer's ability to pay, but a question of my ability to carry. Now these same customers who had enjoyed credit advantages had found out about better prices at my chain competitors and had begun to buy the larger items from the cash stores saving convenience items to order from me. This last fact was the one that made me all the more inclined to go cash and when the decision was made I put the plan into effect promptly before I could frighten myself.

The mechanics of the notification I worked as follows: On the fifteenth of December, 1928, I mailed to every customer on my books a letter very plainly stating that it was only the business that was true to itself that had the right or the hope of success, and that from January 1st, 1929 our store would go on a cash basis. We would still conduct free delivery service and we would materially lower our prices on competitive items. I thanked them for past business and solicited continuance on the new basis. I then had a large banner printed and marked, "All merchandise cash, we will gladly deliver." This was put up the night of December 31 and reached thirty feet across the store by about six feet high. With the December 31 statement went a shorter letter stating that we thanked the customer for past patronage and solicited his future business on the new schedule. I must say that my customers evidently believed me as we had only four requests for credit on January 1st, while the average number of charges had been over fifty daily in the last month of credit business.

Now for the reaction from the people who had the accounts. I would say that on an average they changed over to some other place of trading or began to shop around not giving us all their business or as much as formerly. Some of the most indignant people, however, gradually cooled down and

(Continued on Page 264)

THE DEVELOPMENT OF MODERN DRUGS

By H. M. BURLAGE, Ph.D.
Professor of Pharmacy, University of North Carolina

(The first installment of this article appeared in the July issue and the third and final part will be carried in the September issue.)

The Mediaeval Period

In the Mediaeval period beginning with the 13th century, we have the rise of universities such a Salerum, Bologna, Paris, etc., which played an important part in the revival of medical studies, particularly anatomy; in this branch no advances had been made since Galen's time—1000 years before. At Bologna we have Mundinus, the first modern student of anatomy; to this man came as a student one of the first women scholars of medicine. Standing out quite conspicuously, however, in these years, which felt the influence of the Arabs and more remotely the influence of Hippocrates and Galen, were Magnus and Roger Bacon. Bacon saw the need of the study of nature by a new method and also that human knowledge depended a great deal upon experiment.

During this period the physician and apothecary carried on their work separately. In England court apothecaries were established; apothecary shops are noted in Italy as early as 1140, in France in 1178; apothecaries guilds were established in Germany as early as 1233; state apothecaries in the 15th century. Every monastery had its physician and pharmacy with the apothecary serving under the monk-physician. In this period the most popular medicines were derived from the vegetable kingdom and were those that had been recommended by Galen; mineral drugs as mercury and iron were introduced by the Arabs; animal parts and products were also used; it is interesting to note that minor surgery was in the hands of the barbers, who did many bleedings (the modern barber pole with its red, white and blue spiral stripings representing arterial and venus blood circulating in the body has come down to us as the insignia of the craftsman); the more important operations, which were few in number, were performed by surgeons. In 1498 the first pharmacopoeia was printed in Florence; this represents a collection of formulae for medicinal preparations adopted by some publicly recognized body of specialists.

During the Renaissance—about the 16th and 17th centuries—the medical profession gradually grasped a new spirit. The spirit and teachings of Hippocrates and Galen came into prominence again, especially that untiring impulse of investigation which Galen possessed. This period had a threefold effect in the direction of medical thought: it shattered authority and dogmatism, it laid the foundation of an accurate knowledge of the structure of the human body and it demonstrated how these structures might be studied intelligently. These advances are largely due to the work of Paracelsus, Vesalius and Harvey. Paracelsus opposed the dogmatism of the schools and stimulated interest in practical chemistry although to him unfairly has been accredited three centuries of magic, quackery and heresy. He has been called the "Luther of Medicine" and through him interest in pharmacy was stimulated to a high degree. He was one of the first of a group known as Iatrochemists—alchemists who endeavored to use their products to heal the sick—the forerunners of the important science of Chemotherapy as we know it today. He discovered zinc, mercury compounds including calomel, flowers of sulfur and advocated the use of chemicals as medicinals instead of vegetable drugs—a tendency becoming more and more important in modern drugs. His greatest contribution was Tincture of Opium (Laudanum). He had great faith in nature and held to the idea that man obtains from nature according as he believes, a thought which might be observed by many of us today with great benefit; Vesalius, a Belgian, the real maker of anatomy (although Mundinus has been mentioned as the first real student of anatomy) set out to give an accurate description of all of the parts of the human body. He conducted his own dissec-

tions, made his preparations, and if human bodies were not available for his work he used other animals. He gave public demonstrations and with him apparently the old methods of teaching anatomy disappeared; he enlarged and corrected the contributions of Galen.

Discovery of the Circulation

Padua in Italy during this period became the medical center of the world and here about 1600 Harvey, an Englishman, was a student. He returned to London as a trained anatomist and it is to him that we owe the discovery of the pathways of the blood—Circulation. With the contributions of these great men and, no doubt, the assistance of many others, superstition and belief in the miraculous powers of certain medicines was gradually swept aside. Not entirely, however, because these pioneers in true scientific study of the mysteries of the human body were handicapped by a lack of tools and being seekers of the new, no doubt, had vivid imaginations which were uncontrollable at times; this complete transition was something which required time.

By the middle of the 17th century the main objectives of diseases were known, the art of careful observation was cultivated, empirical remedies discovered, the coarser structure of the body was worked out with some knowledge as to how the machine worked; what disease really was, where it was, how it was caused was not known well enough for intelligent discussion. One very important discovery along the line of drugs was the use of cinchona—the drug containing quinine—for the treatment of fevers.

Before the close of the 18th century practical medicine had advanced rapidly; it was during this time that Edward Jenner observed the first indications of immunity against disease—Smallpox (although we have mentioned that the Chinese had some knowledge of immunity, it probably had never been communicated to the western world.) Hunter had noticed that milkmaids who had been infected with cowpox from the udders of the cow were not susceptible to smallpox, which was very prevalent at this time and earlier periods. Jenner put Hunter's observation to a test performing the experiment on a young boy. He inserted in the arm of the boy some of the material called Vaccine Virus taken from the hand of a young woman who had been accidentally infected by a cow; he then showed that the lad was secure from smallpox. His results were published in 1798; smallpox was at last under control and Jenner's results mark the beginning of a new kind of therapy which might be called Sero-Therapy in the combatting of disease.

Osler in his remarkable presentation "The Evolution of Modern Medicine" feels that modern medicine began about the middle of the 17th century. From the standpoint of a pharmacist and chemist it appears that real modern therapy did not begin until the very last years of the 18th century and the beginning of the 19th century; it is at this time the story of modern drugs truly begins and in this beginning we are proud to say that the pharmacist was the actual forerunner of one branch of medical treatment—Chemotherapy—for it was to their laboratories that many of our chemists who have put chemistry on the great plane that it is today came to receive their training; the important part these men play is another story in itself.

With this development of the historical background of medicine and pharmacy we see that (1) medicine and pharmacy have always been closely intertwined; the advance of one has meant the advance of the other, (2) the process of the development of drugs has been a slow one chiefly because superstition, heresy, quackery, etc., have been its chief enemies, (3) any medicines that were used had been used blindly, promiscuously, boldly, with no idea as to their real content and true specific action; the people's faith in them was in many cases psychic; nature, doubtless, played as today the role of the Greatest Doctor.

Preparations Still in Use

A few of the old remedies that have evidently a true basic value are used today. Some of these have already been presented and only a few more will be mentioned:

(1) Black Draught (Compound Infusion of Senna)—1600—originated by an Italian Physician.

(2) Citrine Ointment—1722—was first mentioned in the Edinburgh Pharmacopoeia.

(3) Cold Cream compounded by Galen.

(4) Lead Plaster.

(5) Dover's Powder (Powdered Ipecac and Opium)—1660—by Dover.

(6) Fowler's Solution of Arsenic—1786—by Fowler.

(7) Gregory's Powders.

(8) Paregoric (Camphorated Tincture of Opium)—1702.

(9) Plummer's Pills of Antimony—1751.

It is a rather amazing fact that out of the thousands and thousands of concoctions that have been prepared since antiquity that the above list represents a few of a small number that have stood the test of time.

A reader of the history of medicine and pharmacy readily realizes that more rapid advances were not made in earlier times; that only a few of the many thousands of remedies offered have withstood the tests because of the many handicaps cast upon or confronting these professions by belief in charms, enchantments, amulets, incantations, talismans, phylacteries, witchcraft, magic, superstitions, dogmas and delusions; even today the science of medicine is not devoid of these bonds, for as yesterday these are based on ignorance—a pardonable condition for the ancients but unforgivable in our present day of scientific advancement. Almost every issue—and it is a weekly—of the Journal of the American Medical Association contains investigations by this organization of some new type of quackery which has plenty of purchasers. A few of these follies might be of interest:

(1) In case of ailment it has already been mentioned that some peoples considered sickness and diseases to be caused by demons—one for each type of malady.

(2) In the East especially Turkey and Syria, dog's liver, earthworms, hare's feet, live ants, human bones, dove's dung, wolve's entrails, powdered mummies, and even dew from Mount Carmel rank high as remedies.

(3) For bronchitis we have: "Write Hebrew letters on a *New* plate, wash off with wine, add citron, and take as a draught."

(4) Phylacteries, leathern receptacles to be worn on the left arm or on the forehead to protect one from evils.

(5) Amulets which are charms of various types as dog's teeth, etc. An interesting one still used or worn in the East is made up of small bits of paper with certain phrases on them; the phrases must have been inscribed on a Friday, a little before sunset, with ink in which myrrh and saffron have been dissolved; if not prepared in this manner, the amulet loses its charm.

(6) As famous a man as Pythagoras thought that epilepsy or fits might be cured by holding dill in the left hand.

(7) We have all tried the mystical cures for warts.

(8) Many are familiar with the old asafoetida amulet that was worn about the neck to prevent colds.

(9) Our fathers and forefathers had much faith in astrology and the almanacs; potatoes should be planted in a particular time of the moon; fishing was not expedient except at certain times of the month.

(10) There are still seekers of Perpetual Motion, believers in the Divining rod; and much money spent annually in having palms read.

The American Medical Association has published a compilation of Quackeries and Nostrums, about which every one should read. Under Quackeries about 50 items and under Nostrums nearly 90 items are discussed. Many of these are surprisingly well known. They include cures for cancer, drugs, consumption, female weaknesses, asthma, cure-alls, cough medicines, diabetic and kidney remedies, hair dyes, headache remedies, cures for obesity, rheumatism, sea sickness, piles and many other cures without the use of the knife and drugs; many of these even at the present time are experiencing a great patronage. You are referred to that very interesting and easily readable book, "Foibles and Fallacies of Science," by Hering.

As has already been stated the real dawn of modern medicine began during the latter part of the 18th century and the first part

of the 19th century. Its greatest growth, however, has occurred since 1850, and more especially during and since the World War. It appears to be the dawn of the Golden Age of medicine and it is hoped that the statements made in the following remarks will corroborate such assertions.

The modern interpretation of the term *"Drug"* is not out of place at this time. A drug is an unorganized substance, organic or inorganic, in state of minute subdivision, other than a food material, which, in the living organism, normal or pathological (diseased), induces two types of reactions on the part of such tissue: (1) functional and (2) a structural reaction.

Chemistry by 1800 had advanced to the stage that its workers began to wonder about the make-up of matter, they had begun to synthesize substances from their component parts; to wonder what might be present in a crude drug that gives it the specific therapeutic action; in other words—"what was the active substance in the crude drug?"

Discovery of Morphine

These motives, undoubtedly, prompted Derosne, Sequin and Serturner who announced the discovery of morphine, the active substance of opium obtained from the poppy, in 1815. The first substance discovered which we now know as an "Alkaloid", an alkali-like substance occurring in plants and which has a marked and powerful action on the human body, proved to be morphine with which we are all familiar as a producer of sleep and an alleviator of pain; it and substances derived from it have played a most important part in the advance of modern medicine. The discovery of this basic plant substance was quickly followed by the detection of others of almost equal value. In 1820 quinine and strychnine by the pharmacists, Pelletier and Caventou; in 1833, atropine, the active constituent of belladonna drops by Mein and Brandes; a host of others might be mentioned. Such isolation of the active constituents of plants has an important bearing on medicine, since the pure active substance may be obtained and used, and with its use the *True* non-variable medicinal results of the drug may be expected, doing away, in a great part, with the guess work in the administration of crude drugs and their preparations which were used in the ancient and mediaeval times —the so-called "Shot-gun" remedies. A few drugs still are used whose real value would be much more pronounced if the active principles might be isolated in a purer form —such as Digitalis and Ergot.

In 1831, Samuel Guthrie, a physician, announced the discovery of Chloroform, which he called "Chloric Ether"—one of the first anaesthetics—a class of drugs without which surgery would be still in its infancy.

In 1842 Ether was first used as a general anaesthetic by a Dr. Crawford Long although it had been known as early as 1517.

Laughing gas, chemically nitrous oxide, N_2O, was discovered in 1776 by Priestley but it was not until 1800 that Sir Humphrey Davy reported its anaesthetic properties; in 1844 Dr.D.A.Colton anaesthetized one of his associates for the benefit of an audience; the phenomenon was observed by Horace Wells, who had himself anaesthetized in order to extract one of his teeth—thus the epoch of painless dentistry was begun. Wells wished to demonstrate his findings to an interested group of people in Boston; the gas bag failed to work, his demonstration was a failure and he was hissed out of town; falling into deep despondency at his failure he committed suicide by cutting his wrists, meanwhile inhaling laughing gas to make his death a painless one; thus we have a martyr to science at the early age of thirty-two.

The first compound microscope was built by Janssen, a Hollander, in 1590. It was a cumbersome affair some six feet in length and was much improved by Von Leeuwenhoek, (1632-1723) but its improvements did not approach the fine stage of development that it now possesses until 1820-30. With these advances paving the way for medicine as we know it today, we have one of its users, Louis Pasteur, who in 1857 presented his first scientific contribution which was the true basis of modern Bacteriology. The life of Louis Pasteur is a story of inspiration to the reader.

(Concluded in next issue)

THE T. M. A. PAGE

J. FLOYD GOODRICH, *Editor* B. C. Remedy Co., Durham, N. C.

—T.M.A.—

The T. M. A. Officers recently elected are:

President, **A. D. Pollard,** Raleigh; Vice-President, **P. A. Hayes,** Greensboro; Secretary-Treasurer, **J. F. Goodrich,** Durham.

Board of Governors: **W. A. Burwell** (5 years—1937) Raleigh, **W. McElveen** (4 years—1936) Charlotte, **P. A. Hayes** (3 years—1935) Greensboro, **C. Rush Hamrick** (2 years—1934) Shelby, **J. B. O'Bannon** (1 year—1933) Charlotte.

—T.M.A.—

I feel sure that everyone attending the convention had a good time. Here's hoping that the druggists enjoyed themselves as much as the members of the T.M.A. Let's try to make each meeting a more profitable and enjoyable one for the druggists.

—T.M.A.—

The T.M.A. is very grateful to **Misses Geneva Sloan,** of Durham, and **Daphne Hunt,** of Greensboro, for the assistance given at the registration booth during the convention. We hope to have them meet with us again next year.

—T.M.A.—

We are very happy to have two representatives from the Colgate-Palm-Olive-Peet Company join the T.M.A. They are **Messrs. J. Brock Fielding,** 1210 Mordecai Drive, Raleigh, and **Paul Snyder,** 8 Marston Road, Charlotte. Give them a hand, boys.

—T.M.A.—

The T.M.A. now has an active membership of eighty-one members and we are expecting a few more checks any day. A list of the members will be published in the JOURNAL in an early issue, and all members who have not paid their dues are urged to do so before the next JOURNAL goes to press.

—T.M.A.—

The T.M.A. is very grateful to little **Miss Peggy King** and **Mrs. N. F. Reiner** for the entertainment given during the banquet. We hope to have them with us at the convention next year.

—T.M.A.—

We wish to thank the druggists of High Point for their splendid entertainment. We also wish to express our appreciation to the **Justice Drug Co.** and the **Barbee-Hayes Co.** for the wonderful barbecue.

—T.M.A.—

White and **Nolan,** the Coca-Cola Boys, were very much in evidence at the convention. If anyone went thirsty, it was just "too bad."

—T.M.A.—

Good Ole' George Clark was at the convention this year to "keep Canada Dry." He did a good job too. He could do more tricks at the fountain than a monkey could on forty grape vines.

—T.M.A.—

News is scarce! Somebody send in some news, please!

—T.M.A.—



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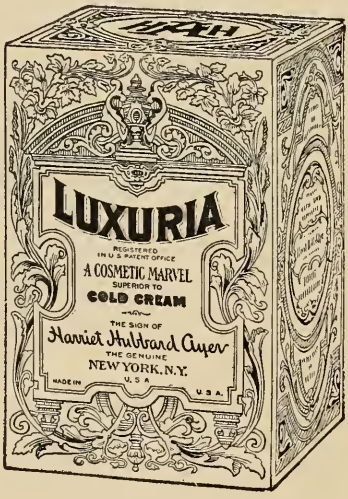
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HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor* Chapel Hill, N. C.

Another Year Gone

With this issue we complete the thirteenth volume of the JOURNAL. We wish to thank those who have been so good about helping us with this section, and to ask again that readers send to us all news notes of pharmaceutical interest which come to their attention. Only with such co-operation can we make this a real Happenings of Interest section. This is your JOURNAL; please give us your help!

General News Items

Mr. P. L. McDaniel, of Fairmont, is now connected with the Peoples Drug Stores in Washington, D. C. His address is Apartment 203, 1317 Rhode Island Ave.

Mr. J. L. Baker is located with Matthews Drug Store in Wilson. The other day he had the following orders: (1) Posen tablet to wash in; (2) ungteen salf; and (3) Sainttobo Ointment. In No. 1 Biehloride of Mercury tablets were dispensed; in No. 2, Unguentine; and in No. 3 Saratogo Ointment.

During the summer months **Mr. C. H. Cobb**, of Fremont, a rising senior in the University School of Pharmacy, is located with McLean's Drug Store, in Moultrie, Ga. **Mr. L. E. Bunch**, of Edenton, who will also graduate from the University next June, has a position with Hufham's Pharmacy in Morehead City for the summer.

Mr. C. N. Gunter, for several years with Mack's Drug Store in Durham, is now making his home in Washington, Ga.

Mr. W. P. McCraw, originally of Littleton, now lives in Norfolk, Va., and has a position with Royal's Pharmacy.

Mr. J. L. Pinnix, of Kernersville, recently accepted a position with the Walgreen Drug Co. in Winston-Salem.

A letter from **Mr. W. G. Nelson** tells us that he is still connected with the Peoples Service Drug Stores. He is making his headquarters at 117 E. Mill St., Akron, Ohio. He formerly lived in Washington, D. C.

On August 1st **Mr. E. G. Boysworth** accepted a position with the Southside Drug Store in Henderson.

The Davis Drug Co., of Greensboro, is in the hands of a receiver.

The Cecil-Russel Drug Co., in Greensboro, sustained a heavy smoke and water damage from a fire in an adjoining building on July 12.

The JOURNAL extends sympathy to Messrs. **W. F.** and **R. P. Rogers**, of Durham, in the death of their father, **Mr. J. F. Rogers**, aged 69, which occurred at his home in Durham late on the night of June 24. He had been in ill health for a number of years.

The Ardmore Drug Store, of Winston-Salem, has been incorporated to operate a drug store, wholesale and retail, with an authorized capital stock of $25,000 and subscribed, $1,100 by **J. E. Mull, W. E. Ayers,** and **Mrs. J. E. Mull**, of Winston-Salem.

The following druggists attended the funeral of the late **President Polk C. Gray** in Statesville: **Messrs. George C. Goodman**, of Mooresville; **H. M. Cooke**, Salisbury; and **D. A. Dowdy**, and **A. Coke Cecil**, of High Point.

The 1933 convention of the Virginia Pharmaceutical Association will be held the latter part of June at the New Chamberlain Hotel, Old Point Comfort, Va.

Advance announcement has been made by Sharp and Dohme of a big price and size change on Hexylresorcinol Solution S. T. 37 which will appear in national magazines on sale August 10. The advance announcement was made so that retailers and wholesalers could actively reduce their stocks of the present sizes. The retail price of the 12-ounce bottle will be reduced to $1.00;

the 3-ounce bottle will be discontinued and will be replaced by a 5-ounce bottle to retail at 50 cents. A 20% reduction in price for the 12-ounce, and a 66-2/3% increase in size on the 50 cent bottle! The change is effective in the retail trade on August 1st.

The School of Pharmacy announces with grateful appreciation the following gifts to its Museum: collections of old-fashioned bottles from the Ward Pharmacy, Nashville; the Southside Pharmacy, Spring Hope; Nowell's Pharmacy, Wendell; and Beddingfield Brothers, Clayton. The latter firm has also given a cork press.

The following North Carolinians in June received degrees from the Medical College of Virginia: B.S. in Pharmacy, **L. B. Bell**, Pikeville; Graduate in Pharmacy, **E. W. Bell**, Pikeville, and **A. C. Redfern**, Albemarle. The two graduates in pharmacy successfully stood the State Board examinations a few days later.

Mr. E. P. Cahoon, originally of Columbia but now of Richmond, Va., has been licensed in Virginia by reciprocity.

Mr. W. H. Snuggs, of Albemarle, has filed a voluntary petition in bankruptcy. The petitioners schedule showed his total liabilities to be $20,752 including $8,575 in accommodation paper and $7,300 in secured claims and assets worth $20,575, including $5,000 in real estate.

Try a Dose of Self Confidence

The following paragraphs on an advertising blotter attracted our attention the other day. We pass them on to our readers without comment.

"Stop Talking Depression

" 'When all the world seems gone to pot
And Business is on the bum,
A two-cent grin and a lifted chin
Helps some, my boy,
Helps some.''

"Try a stiff dose of Self Confidence and see what happens!"

Mr. Suttlemyre Tells Us Things of Interest

We had a letter the other day from **Mr. P. J. Suttlemyre**, of Hickory, that contained several items of interest:

First of all, he enclosed a little sticker "that I am using on my merchandise on which I am compelled to raise the price in order to stay in business. If you think this is a good idea pass it on, and if you know of a better one please inform me." The sticker is a small red one—1 3-8" x 1-2". It carries the wording "Additional Price after June 21, 1932" with a small white circle left for the price.

He stated that while writing the letter he had a call for "Cedardine tablets." Acetidin Tablets—S. & D. filled the order.

In conclusion he mentioned that he had just had a letter from **Mr. J. E. Massey**, of Hahira, Ga., who is now president of the Georgia Rexall Club. Mr. Massey had seen in the papers that Mr. Suttlemyre had recently been elected president of the N. C. Rexall Club, and wondered if he was the **P. J. Suttlemyre** who had graduated in his class in May, 1913, and passed the Georgia Board at the same time. It is rather a coincidence for classmates to be presidents of Rexall Clubs in neighboring states at the same time.

Alamance Druggists Organize

The following Alamance county druggists met in Burlington in July and formed the Alamance County Druggists Association: **Messrs. C. M. Andrews, R. H. Andrews, J. E. White, J. P. Barbour, C. P. Mitchell**, of Burlington; **W. C. Wrike**, and **A. K. Hardee**, of Graham; and **J. Hunter Jones**, of Haw River. They elected **Mr. J. P. Barbour**, president and **Mr. J. Hunter Jones**, secretary of the organization. Other druggists in the county have been invited to affiliate with the group and they have accepted the invitation. The druggists were called together to discuss the new excise taxes in order to arrive at a uniform plan of collecting same. **Attorney F. O. Bowman** was present upon invitation. It was decided that since the Coca-Cola Company had refused to absorb the tax on its product, the members of the Alamance organization would not use their store windows or the interior of their stores for advertising Coca-Cola, unless such space is paid for by the company. Several members present stated that they were writ-

ing to the Coca-Cola Company as individual druggists asking that the tax be absorbed.

Prosecutions

July 11, 1932.
Alamance Co. Recorders Court.

State
vs.
Ural Boone

The defendant is charged with selling poisons without license as a druggist or an assistant or as an aid to and under the supervision of a licensed druggist. The defendant pleads guilty and is fined the cost of the court.

Woods A. Caperton Retires

On July 1st, **Mr. Woods A. Caperton**, nationally known to the wholesale drug trade, relinquished active connection with Eli Lilly and Co. He entered the service of the company in 1902 and since 1906 has been assistant sales manager with headquarters in Indianapolis. In this capacity he has directed the traveling service of the company. Although giving up active work, Mr. Caperton will retain his holdings in the Lilly Company. During the summer Mr. and Mrs. Caperton will visit their married daughter in England and will also enjoy a motor trip over the British Isles and parts of the continent, returning to their home in Indianapolis in the early autumn.

Druggists Give Chair

The High Point druggists were delightful hosts for the fifty-third annual meeting. We have congratulated them often upon the successful way in which they looked after convention details, but there was one act of graciousness which deserves special mention. During the morning session on the second day **Local Secretary A. Coke Cecil**, was recognized by the President. Thereupon he presented to the Association, on behalf of all the druggists of High Point, a lovely arm chair, stating that local pharmacists had thought it would be appropriate to give to the Association a piece of furniture for the use of the President each year. The gift was most suitable as the making of furniture plays such an important part in the economic life of High Point. The chair is a beautiful one, upholstered in red and bearing across the back the following inscription: President, N.C.P.A., High Point, N. C., June 21-23, 1932. It is to be used by the President at each annual convention, and turned over to his successor, who will keep it during his tenure of office. A special crate has been made for the chair so that each president may ship it easily to the annual meetings. The gift took the convention completely by surprise and the delegates were enthusiastic in their praise of the generosity of the local druggists.

Marriages

Announcement has been made of the marriage of Miss Helen Orville Johnson, of High Point, to **Mr. Walter Wellington Parker, Jr.**, of Henderson, The ceremony took place on June 25 in the Episcopal Church in Hickory. The bridegroom is the son of **Mr. W. W. Parker, Sr.**, Henderson druggist. He graduated from the State University in 1923, receiving his license as a pharmacist a few days later. He was president of his class at the University and was a member of the Theta Chi and Kappa Psi fraternities. He has been the proprietor of a drug store in Henderson for a number of years and Mr. and Mrs. Parker are now at home to their friends in the Vance capital after a wedding trip through the Valley of Virginia, northern cities and Canada. State papers carried a photograph of Mrs. Parker in the society columns on July 10.

Miss Lillie Mae Carter, daughter of Dr. and Mrs. William Alexander Carter, of Weldon, and **Mr. Benjamin Truitt Dawson, Jr.**, son of **Mr. and Mrs. B. T. Dawson**, of Rocky Mount, announce their marriage on June 28 in the Catholic Rectory in Rocky Mount.

Deaths

The pharmaceutical and biological fields suffer a distinct loss in the death of **Mr. Kerro Knox**, Director of Sales of Sharp and Dohme, which occurred in Philadelphia on June 17, 1932. He had been identified with the drug industry for over a quarter of a century.

SELLING FOR CASH IT CAN BE DONE. WHEN, AS AND IF

(Continued from Page 251)

now praise me for having nerve enough to carry out this plan. However, Messrs. One, Two, Three, and Four had no reason to quit me, and I increased my invitations to them by the reduction in prices on competitive items.

The next most interesting question that will be considered is how did it affect the cash business? In 1929 the cash business was about five per cent. less than the cash business of 1928. Still since I had reduced my prices about 15 to 18 per cent. I really handled more merchandise, and had more cash customers. In 1931 I figure that taking into consideration the fact that general business was off about thirty per cent. all over the country, I really handled about as much merchandise as I had ever handled in my best days with the one exception of soda sales. Soda sales, as we all know, are treacherous for which reason I discount them in my consideration. When conditions warrant and I again use an aggressive advertising campaign I feel sure that my cash sales will go as high as the total business ever reached in the days of the old method.

Now another thing I had to consider was that I had a competitor within a half block who was still conducting credit. I knew that he would get some of my customers. I will simply state that he did and that now I have no competitor at that stand.

The stores in the small towns will feel that they are at a disadvantage. They will feel that because there are not so many customers available to them that they can afford to antagonize any one. On the other hand they must realize that the proposition is as broad as it is long—that while there are more customers in the larger town to work after, there are also more stores for these aggrieved customers to trade with—*vice versa*, in the smaller town there are fewer customers, it is true, but there are also fewer, if any stores, to which to move patronage.

Now I hear the thought "I'll bet he has had to do some credit". Here is the answer. I have not turned down a prescription yet, nor do I expect to. None of my regular charge customers of the old days ask me to charge. When a new customer asks to start an account I simply state that for the past four years we have done a cash business, and it certainly would not be fair to all those good pay former customers to turn their accounts down and then credit new, untried people. If it is the question of simply a need for the one prescription I ask the customer to sign his name on a ticket with the date on which he intends to pay. Losses on this plan are entirely confined to prescriptions and are negligible. I have just looked at the list and feel that so far this year I am going to lose $3.75.

A last word of counsel to anyone anticipating this change is this: First of all put his own house in order. If cash is required to buy your merchandise, you should pay cash for all purchases for your personal needs. It may be a trifle more inconvenient to pay the groceryman each day, yet consider that even if this groceryman is willing to sell you on account and if you pay him promptly on the due date, still he will resent the fact that he has no credit at your store. The Golden Rule always pays and it certainly will not fail in this case.

I trust that these few remarks will be taken as they are given, not as an authority, but rather as a feeble testimony on a question of vital importance to almost every store in North Carolina today.

A Letter of Protest

Edenton, N. C.

Fellow Druggists:

What do you think of the refusal of the Coca Cola Co. to absorb the six cents per gallon Federal tax on their syrup? This means that the average retail druggist will have to pay out about $100 a year.

Now if the Coca Cola Co. cannot afford this tax at the present price of sugar and labor, why do not we as druggists help them by refusing any of their advertising in our stores and thereby save them this expense and at the same time make a desperate effort to sell something else?

We all know that lazy clerks and trifling proprietors did more than anything else to put Coca Cola on the market. Reason—so easy to dispense. No Coca Cola advertising will appear in my store from now on, or at least as long as I pay this Tax.

(Signed) J. A. MITCHENER.

One Thing and Another

By J. G. BEARD

The editor is just in receipt of a letter from Mr. L. H. Stowe, of Charlotte, in which he says "We are called upon by druggists all over the State to supply copies of prescriptions. We are glad to extend this courtesy to out-of-town druggists but very few of them ever enclose postage but expect us to bear this cost. Some days we have calls for several copies and at the increased postal rate this expense in a year is a real item. I wish that you would call attention in the JOURNAL to this condition and suggest that it be corrected."

Surely the mere mention of the fact that Mr. Stowe points out will be enough to cause those druggists who are in the habit of asking for prescription copies without enclosing postage to change their custom and remember to send not only a stamp but better still a self-addressed stamped envelope.

Mr. Stowe's Daughter Marries

Mr. J. P. Stowe's attractive daughter, Frances, was married on June twenty-first to Mr. Lewis Carter Burwell, Jr., the wedding taking place at Ridgeway, S. C. The newlyweds, to whom we extend cordial felicitations, will make their home in Charlotte. It seems to the editor that it was but a year or so back that he used to see little Frances, then about three feet high and very pretty, attending the Association meetings with her parents. And here she is married! As the Irish say, "Good luck to the both of ye."

The editor of the Legal Section is taking a short vacation and as a result this issue of the JOURNAL is minus his valuable section.

Have you voted yet—that is, have you sent in your mail ballot for officers of the Association? Even though you have not yet paid annual dues, send in your ballot. Perhaps by the time ballots are counted this omission will have been corrected. If the mail ballot plan of electing officers is to be continued it must show a substantial number of voters participating in each election.

An Opportunity Created by New Tax

Not long ago the druggists of Alamance County got together and decided that they would act as a unit in whatever price increases were demanded by the new tax law. They appointed a committee to set up a new price schedule and when this committee's recommendations are adopted the druggists of the county will stick to it, at least to the point of giving it a fair trial. Why do not other counties adopt this idea? Not long ago a druggist told us that the new tax offered a real blessing provided it were used as a reason for advancing the prices of articles that have been selling at ruinously low rates. While it is against the law to raise the price of anything taxable beyond the amount of the tax and tell customers that the tax is responsible, still it is not against the law to raise prices and explain that the tax *together with other considerations* make the increase necessary. If, therefore, the druggists of a given community get together, fix upon a schedule of advances, and stick to the agreed-upon prices, they can make enough by such a plan to absorb the taxes they must pay on things (such as Coca Cola) that cannot be upped in price to take care of the tax.

There are certain items sold in drug stores that are sold also in department stores and other institutions that cut prices. Such items had best be let alone in such a program as the above because competition will force the low price, but on the other hand there is a greater number that are sold almost entirely by druggists and by them can be regulated. It is with this last group that druggists can get together, ask for and by unanimous action *get*, resale prices that are fair and profitable. Here then is an opportunity that the Federal taxes create: an opportunity for a community of druggists to work together for their own salvation. Will any groups do it? Can the JOURNAL or the Association help out in the organizing of such a plan?

Library, Univ. of North Carolina

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Coty's policy in cutting off hundreds of dealers is the most courageous gesture we have ever seen a manufacturer make. It is deserving of your fullest support. Many other manufacturers are watching this situation closely and planning to follow suit if the co-operation of the legitimate, desirable retailer can be obtained.

This is your real opportunity. We suggest that you get behind and push this profit protected, consumer accepted line.

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Southern Dairies Ice Cream
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Where *Good* Printing is a Habit

We Specialize in Satisfaction
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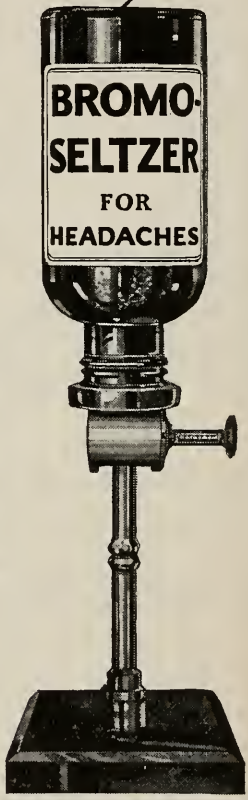
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Hot weather is here.

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